

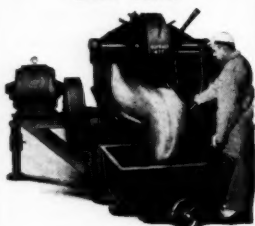
THIS LETTER TELLS YOU—

Why the World's Leading Manufacturers Of
HIGH GRADE Sausage Prefer—

"BUFFALO" Machines!

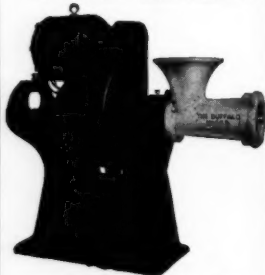
These are the
"BUFFALO"
MACHINES
that are mentioned in
Mr. Rettberg's letter

"BUFFALO" Self-Emptying
Silent Cutter



Cuts and empties a bowl of
meat in 4 minutes.

"BUFFALO" Meat Grinder



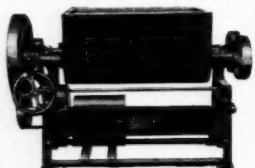
No more grinder troubles
when you install a "BUFFALO."

"BUFFALO" Air Stuffer



Equipped with the famous
leakproof Superior piston.

"BUFFALO" Meat Mixer



Mixes meat most thoroughly
in least time.

SIXTH STREET
UNION STOCK YARDS



PRIVATE EXCHANGE
ALL DEPARTMENTS
GILMOR 6600

BALTIMORE, MD November 6, 1928.

John E. Smith's Sons Co.,
50 Broadway,
Buffalo, N. Y.

Gentlemen:--

In reply to your letter of recent date.

About three years ago we built a complete, new sausage
factory and after thoroughly investigating all sausage equipment,
we purchased a full line of your machines.

The two #43-T Self Emptying cutters have now been run-
ning over three years and have given us perfect satisfaction in turn-
ing out our high quality sausage. These cutters cut and mix the
meat thoroughly and with them it is unnecessary for the operator to
touch the meat by hand. We are pleased to tell you that they are
the finest cutters we have used for quality sausage.

Our #66-B Grinder has been operating with wonderful
success for the same length of time. It chops the meat without
heating or mashing, as fast as two men can feed it. It is a wonder-
ful improvement over anything we have used heretofore.

We cannot speak too highly of the two 500-lb. "BUFFALO"
Air Stuffers with your new patented Superior piston. They have
been operating steadily without a particle of trouble. They work
very fast and economical.

The two "BUFFALO" Meat Mixers have done wonderful work
in mixing thoroughly our quality products. We like the heavy, rugged
construction of these machines. We haven't had a minutes trouble
with them.

We are very glad to be able to give you this letter of
recommendation after running these machines hard for over three years.
From our long experience we are glad to say that they are the finest
machines that we have ever used.

Yours very truly,

LOUIS H. RETTBERG, INC.,

John C. Rettberg
John C. Rettberg,
Vice-President & Treas.

JCR/MEW

F 33 5M 9-28

It Will Pay You to Investigate!!
Write for Prices and List of Users!!

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.
Chicago, Ill., U. S. A.

London, Eng.

Patentees and Mfgs.
Melbourne, Australia

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 79. No. 20

NOVEMBER 17, 1928

Chicago and New York

An Undeveloped Market for Meat Products

*Phenomenal Growth of Food Service
in Institutional Field Provides
Opportunity for the Meat Industry*

II—Are Other Foods Displacing Meat?

The institutional market uses meat. But is it demanding as much meat as it can normally be expected to consume?

This market—composed of every type of institution where meals are served to the public, whether for profit or as a service—is a rapidly growing one.

More and more meals are eaten away from home. In practically all cities at least one meal of those who are employed daily is eaten in some institution—hotel, restaurant, club, cafeteria or sandwich shop.

Modern methods of living are popularizing the small home or apartment and the community restaurant.

Modern trends of living are popularizing the product that is attractively packaged and intelligently merchandised.

Modern advertising is teaching a wide diversity in foods.

Modern types of employment tend toward a decrease in the per capita consumption of food.

Why Less Meat Is Eaten

These are only a few of the things influencing meat consumption in the institutional field.

In a study covering a large number of hotels and restaurants it was found that meat consumption had decreased 45 per cent, while consumption of sandwiches

and salads had increased 215 and 110 per cent respectively.

Perhaps no inconsiderable part of the decrease in meat consumption in this field can be attributed to the belief on the part of women—who constitute 40 to 60 per cent of institutional patronage—that meat consumption is conducive to increased weight, hence, must be indulged in on a very limited scale.

Here is a field for education on the part of the meat industry. Its

great possibilities for the meat industry were pointed to by Oscar G. Mayer in his presidential address at the recent convention of the Institute of American Meat Packers.

Tell the Facts About Meat

Publicity throughout the institutional field on the value of meat in the diet, accompanied by proof of its failure to bring about obesity, as claimed, doubtless would result in a quick and permanent increase in meat consumption.

Perhaps the key to increased consumption in the institutional field is to be found in publicity, and to a greater diversity of meat dishes and combinations that can be sold at a price within the reach of the bulk of consumers.

Every type of food is competing for consumer favor in the institutional field. Without support meat can not be expected to hold its own in this field against foods which are continually popularized through education and advertising.

Not only must meat have publicity, but it must be backed by education of those preparing this food for service in the institutional market, as well as for the consumer in that market.

So that the industry may be informed of the enormous and growing possibilities of the institutional market, a series of articles was begun in THE NATIONAL PROVISIONER of October 13, 1928, cov-

Is It Worth While?

Buyers in the "institutional market" are mostly interested in purchasing what they can sell at a profit.

More profit is possible from the less demanded cuts of meat than from those for which the greatest number of consumers compete.

Such cuts sell for less. They require more preparation. They have greater possibilities of yielding a margin of profit for the institutional buyer.

This buyer must be taught how to enhance the value of these cuts through proper preparation. He must be helped to find out how this can be done at a profit.

At the same time these meats and meat dishes must be sold at a price the consumer can pay.

All of this can be brought about through education. Will the meat industry find that greater effort in industry and that greater effort in worth while?

ering the subject of "Merchandising Meats to the Institutional Field." The first article presented "The Facts About This Market."

The following article, second in the series, discusses the subject of "Feeding Mass Palates." It contains valuable information and suggestions to every manufacturer and purveyor of meat and meat products.

Feeding Mass Palates

By J. O. DAHL

Director, Institutional Food Bureau.

Nibbles are taking the place of bites. Salads and sandwiches are displacing steaks.

While good old-fashioned restaurants close their doors coffee shops, lunch rooms and sandwich bars open at the rate of several thousand each year.

Fashions in food are sweeping clean the eating business so far as it touches upon commercial catering.

Fifteen years ago meat was a large part of the breakfast diet. Now a very large percentage of hotel, restaurant and club patrons limit it to a once-a-day feast.

Thousands of restaurants serve practically no meat.

Changes in Food Demand.

While the consumption of meat in hotels and restaurants has decreased, many other foods have become increasingly popular.

The following table, based on personal study of 614 hotels and 790 restaurants, is an indication of the changes that have taken place since 1917:

DECREASE	
	Per cent
Meat	45
Pastry	26
White bread (table service)	29
Coffee	12
Potatoes	15
Tea	7
Soup	5
INCREASE	
Sandwiches	215
Salads	110
Ice cream	70
Milk (malted)	63
Milk (whole)	62
Ginger ale	47
Fruit (fresh)	39
Whole wheat (bread, rolls, etc.)	35
Vegetables (fresh)	35
Vegetables (canned)	30
Fruit (canned)	33
Fruit (dried)	12
Cereals (breakfast)	34
Cheese	40
Fish	33
Grape juice	32
Gelatine desserts	26
Poultry	25
Spring water	20
Coffee substitutes	15
Eggs	11
Pie	5

There is a score of reasons for the changes that have taken place.

Causes for These Changes.

The most important are prohibition, women, advertising, the medical profession, fashions, schools and teachers, books and magazines, sports, clubs and associations, cost of living, automobiles, transportation, urban dwelling, and the great strides made in food packing and merchandising.

It is almost impossible to say which of these is the most important. Therefore, I shall take them up without any regard to their degrees of importance.

From 40 to 60 per cent of patrons of institutional eating places are women, and 25 per cent of all guests in hotels are women. Their influence has had a great deal to do with changes in food, service and preparation.

Fashion dictates a slender figure. So they eat fruits, salads, sandwiches, poultry, vegetables, fish. If it were not for women, drug store soda fountains would go out of business.

Whether or not you believe in the Eighteenth Amendment, we who deal in foods know that there is not only less heavy drinking, but that it has resulted in lighter eating. I clearly remember the large meat orders we served to drinkers who used to spend two hours a meal at our dinner table.

The Institutional Meat Bill.

Regardless of the decrease in meat consumption, hotels and restaurants—not including sandwich shops and vegetarian restaurants—spend over a third of their gross food expenditure for meat.

The most recent estimates show that the annual consumption in the worthwhile hotels and restaurants is:

Beef, pork, veal	
and mutton	495,000,000 lbs.
Ham	71,365,000 lbs.
Bacon	36,540,000 lbs.
Sausage	14,745,000 lbs.

A conservative estimate puts the daily expenditure of the 7,300 hospitals for meat alone at \$118,000. This is based on a daily patient capacity of the hospitals of the United States of 670,000 and an arbitrarily selected figure of \$4 per patient per day for total cost of care.

It is estimated that the cost of food of hospitals ranges from 20 to 25 per cent, exclusive of wages and salaries. Arbitrarily taking the figure of 22 per cent, the daily food bill of the hospitals of the country would be \$589,600. The hospital meat bill is estimated at between 20 and 25 per cent of the total cost of its food, although in several hospitals which gave figures in detail the cost for meat was at least 30 per cent of the total food cost, exclusive of labor, etc.

What Hospitals Spend for Meat.

Twenty per cent of the daily food cost given in the preceding paragraph amounts to \$117,920, which it is believed is a conservative estimate of the daily cost of meat. One of the latest surveys of the hospital field shows a daily average patient occupancy of 672,000 people, but this fails to include



HE BUYS AND PREPARES HIS OWN MEATS.

Thirty-five per cent of the raw food expenditure, in the average restaurant, is paid out for meat. Hand-to-mouth buying is the rule, due to lack of storage facilities. In many cases the manager is his own chef, but regardless of this he usually does the buying.

This is in a typical small New York resaurant.

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at least 8,000 other patients in hospitals not registered by the American Medical Association.

Another authority states that the following is a conservative estimate of the annual consumption of various meat items in hospitals:

Beef and veal	187,500,000 lbs.
Mutton	37,500,000 lbs.
Pork	5,000,000 lbs.
Salt pork	625,000 lbs.
Bacon	2,500,000 lbs.
Hams and shoulders	6,250,000 lbs.
Lard	2,500,000 lbs.

An encouraging note in the general decline of meat consumption is a report from several hospital superintendents. They say, "Meat consumption in hospitals is gradually increasing. This is due to the fact that science is breaking down the long-accepted theory that 'meat is bad for the sick.' Recent success in the treatment of anaemia with liver and other meats is an example of this increase."

This indication of fair-mindedness on the part of hospital executives is typical of the institutional market.

Why They Urge Substitutes.

In all other branches of it the buyers are primarily interested in purchasing what can be sold at a profit. When there is no longer a profit in steaks and chops, they will try to educate their public to eat something else. Unfortunately, there is often no justification in the substitution of other foodstuffs for meat.

The real trouble is in their lack of knowledge on how to prepare the less-demanded cuts of meat so they can be sold at a profit. This is an educational job for the meat associations, individual meat packers, and for the meat industry magazine, THE NATIONAL PROVISIONER. Such cooperation is certain to increase the consumption of meat in the institutional field.

In his next article Mr. Dahl will discuss "Organizing to Sell the Institutional Market."

DISPLAYS INCREASE VOLUME.

The influence retailers have in the amount and quality of meat consumed is being realized more fully all the time. Retailers are close to consumers and have an opportunity to learn what satisfies and what is not wanted. They



HOSPITALS REALIZE MEAT VALUES AND ARE GOOD CUSTOMERS.

Modern steam cooking and efficient transportation facilities play a very important part in making it possible to serve appetizing food to hospital patients. Much of the meat is cooked by steam in the cookers as shown to left and right in the illustration.

also learn at first hand of the opposition to high prices and the pleasure low prices bring.

They learn, if they observe carefully, the difference between mild, meaningless protests and sincere disapproval. It is more than likely that with the growth in size and activities of retailers' associations, they will be able to pass on to producers and packers accurate information regarding what consumers want and are willing to pay for, says the U. S. Bureau of Agricultural Economics.

Among other things such as service, fair prices, desired quality, etc., the method of displaying meat undoubtedly exerts a tremendous influence for its sale. Attractively displayed meat of good quality, and in perfect condition causes shoppers to want to buy it. In many cases the appeal is virtually irresistible. Half and one-pound packages of sausage, bacon and lard are examples, but displays of cooked meats temptingly shown make buyers hungry enough to take home some of the products displayed.

Roasting chickens in their original boxes, smoked tongues in sanitary packages and other similar things carry their own special appeal. But fully as attractive as any are the freshly cut,

bright and delicious looking cuts of steak, roasts and other meats, especially when arranged in sanitary cases or windows and garnished with sprigs of parsley or even the ever healthful spinach or kale.

Most retailers, perhaps, feel their method of showing their meats is their own concern only, and in a restrictive sense this is so. From a broader viewpoint—as it affects meat consumption—it is at least the indirect concern of everyone engaged in production, packing and distributing meat. When consumer-buyers go into a strong smelling market where meat is unattractive in quality and appearance and where strict sanitation is lacking, there is little incentive to buy, and if meat is bought at all only absolute needs are considered.

The unfavorable impression housewives get from such places robs them of a normal desire for meat and causes them to buy something else instead. There has been vast improvement in methods of handling, holding and displaying meat during the past ten years or more, and without doubt even greater progress will come in the future; all of which bespeaks better business and more general satisfaction to consumers.

Percentage to Total Cost of Individual Groups of Food Consumed in Hotels, Restaurants, Etc.

	Tea Room No. 1.		Tea Room No. 2.		Cafeteria No. 1.		Cafeteria No. 2.		Dining Room Small Hotel.		Grand Total.	
	Cost	Pc.	Cost	Pc.	Cost	Pc.	Cost	Pc.	Cost	Pc.	Cost	Pc.
Beef	\$ 78.87	1.59	\$ 97.01	2.00	\$485.44	10.88	\$363.10	7.47	\$454.71	12.50	\$1,479.13	6.51
Veal	35.87	.71	49.90	1.03	46.75	1.05	42.20	.87	92.68	2.57	266.91	1.17
Lamb and Mutton	129.58	2.44	66.12	1.36	168.24	3.77	113.65	2.34	102.77	2.85	571.36	2.51
Pork	218.20	4.41	142.80	2.94	366.17	8.20	210.45	4.33	138.61	3.84	1,076.23	4.73
Chickens, turkeys, ducks and geese	890.77	18.00	800.51	16.48	276.64	6.20	712.27	14.66	308.85	8.55	2,989.04	13.15
Sweetbreads	19.95	.40	52.50	1.08	.....	.....	9.00	.19	8.40	.23	89.85	.40

Courtesy of Horwath & Horwath, hotel and restaurant accountants.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Livestock Freight Bills

Too many packers are still making the mistake of paying for the shipping weight of livestock rather than the gaunt weight at destination.

A good deal of money is paid out in freight rates that should be saved. This is the fault of the packer, and not of the railroad.

An Eastern packer felt he was paying for too much weight, but was at a loss to know how to adjust the situation. He says:

Editor The National Provisioner:

Your instructive and valuable series of articles on "Livestock Shipping Losses" dealt with the subject in such a concise, masterly manner that we have presumed to ask your instruction on one of our own problems.

We are small packers killing about fifteen loads of cattle and hogs per week, shipping from Pittsburgh, Chicago and Kansas City. On Chicago and Kansas City shipments we are allowed 500 lbs. drift based on the weight of the cattle at the yards. We weigh them in here on our own scales when we haul them to our yards, and have a difference in weight of one thousand to two thousand pounds.

We believe we can force the railroad company to charge us destination weight and refund on all shipments on which we have a record. Our own employees operate our scales and make out the weight slips.

We would appreciate your expert advice on this subject, and if same is covered by any ruling, please cite the paragraph to us. We want to thank you for this service, and again voice our appreciation of THE NATIONAL PROVISIONER'S efforts to help us.

This packer's trouble will be overcome if he will have his scales at destination tested by the railroad company. They will then swear in a weighmaster in the packer's organization and let him use "off car" weights.

It was formerly the custom for the railroads to weigh the stock cars loaded and then again weigh them light, and thus arrive at the billing weight of the stock. This was very expensive for them, and to avoid this expense they agreed to accept the "hoof weights" at the markets as their billing weights, making an allowance for "fill."

How Weighing Is Done.

Animals purchased for shipment are usually bought in the morning after they have eaten and filled themselves with water. They are then held until afternoon, and of course are constantly shrinking through natural processes.

When they are shipped the order buy-

er gives the railroad the purchase weight, and this weight, less an allowance for "fill" is used as the billing weight.

Now this billing weight is always higher than the actual weight when shipped, and very much higher than when the animals arrive at destination. The railroads admitted this, and all of the larger concerns insisted upon the right to weigh their live stock "gaunt" off the cars at destination.

Accordingly, a rule was adopted and first made effective during the world war, and it contains the following provision: "If stock has not been fed and watered, destination hoof weights will be used without deduction for fill."

How to Get the Benefit.

To get the use of this privilege it is necessary to follow closely the following plan:

1. Get a good standard scale that will pass inspection.
2. Notify your order buyers to put the following notation on their railroad billing: *"This shipment is to be weighed by consignee at destination and destination weights used."*
3. Notify your railroad agent of your intention to weigh your stock upon unloading, and request him to have your scale inspected and approved, and to have your weigher designated as an official weigher.
4. Keep such weighing records as the railroad agent requests.
5. When your expense bill is received, check up the weight used by the railroad, and reduce it to the weights taken by your scaler and correct freight charges accordingly.
6. Of course, it is understood that the weights may never be reduced below the carload minimum.

Packers who are having any difficulty in arranging for gaunt weights at point of destination, or other problems in the shipment of their livestock, are invited to write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., regarding them.

Reprint of the complete series of articles on "Livestock Shipping Losses" which appeared in THE NATIONAL PROVISIONER earlier in the year is available to subscribers. This contains much valuable information that will enable the packer to collect in full on many of the shipping losses he has been experiencing.

Has your traffic manager read these articles?

SECURES CANADIAN PATENT.

The Cincinnati Butchers' Supply Co., Cincinnati, O., and Chicago, Ill., has been informed that its method of rendering fat bearing animal materials by low internal pressure, patented in the United States on December 27, 1927, has also been patented in Canada on November 6, 1928.

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

CAN'T TAX CHAIN STORES.

Legislation taxing chain stores doing business in North Carolina, and thus affecting some of the largest chains in the country, has been declared unconstitutional by the supreme court of that state. Through this important decision, which is the second of its kind rendered during the year, the Great Atlantic & Pacific Tea Company, the F. W. Woolworth Company, the David Pender Grocery Company, J. C. Penney Company, G. R. Kinney Co., Inc., and other chains which have been forced to pay \$50 per store for the privilege of operating in the state, will recover the taxes which already have been paid to the commissioner of revenue.

The law, which has been declared to be in conflict with both state and federal constitutions, taxed operators of six or more stores and exempted those operating less than six. The court held that this classification for taxation was founded on no real and substantial difference between the two classes; that it was arbitrary and unjust, and that it deprived merchants of equal protection entitled to under the laws of the state.

Following as it does upon a similar decision in favor of the chain stores handed down by Judge Doub, of the circuit court of Allegany County, Maryland, last April, this latest decision may well affect the future of anti-chain store legislation, in the opinion of chain store executives. Godfrey M. Lebar, secretary and general manager pro tem of the National Chain Store Association, declares that this decision shows the futility of measure of this kind, and is expected to discourage similar bills that might otherwise have been offered in other states.

CHAIN STORE NOTES.

The plan by which the Kroger Grocery and Baking Co. has acquired at least two-thirds common stock interest in the Piggly Wiggly Corporation has become operative, according to an announcement by Otto Marx, a director of the latter company. The Kroger Company is said to have paid \$50 a share for this interest.

The old-time New York City chain of Nathan Strauss stores has been re-financed and incorporated under the name Nathan Strauss, Inc. The new corporation has acquired all of the meat stores and other property of the original company and will operate a chain of 85 retail meat stores located in the Metropolitan district of New York City, New Jersey and Connecticut.

What Sausage Makers Should Know about Sage

*We Learn That the Word "Sausage"
Is Derived from "Sauce" and "Sage"
and Some Other Surprising Facts*

By O. R. Dunn, sales manager A. C. Legg Packing Company

Did it ever occur to you that you cannot make sausage without sage?

Or that you cannot say "SausAGE" without mentioning by name the peculiar, aromatic member of the mint family that converts ground pork into the most savory, palatable, delicious and digestible of table delicacies?

Look in your dictionary. You will find sausage defined as "an article of food, consisting of ground meat seasoned with sage, salt and peppers," etc.

Leave out the sage and you will not have sausage. Substitute any other spice for sage and you will produce an article of food that many human beings will decline to accept in lieu of sausage.

Not Sausage Without Sage

You can even substitute one kind of meat for another—veal for pork or beef for veal—and by correctly blending sage with other condiments in the seasoning you can produce sausage. But there is no substitute for sage.

In the economy of nature this plant seems to have been created especially for this purpose. And how wonderfully it fulfills its mission in the service of mankind this article will endeavor to point out.

Before closing your dictionary, note the queer-looking words printed in italics between the word "sausage" and the definition just quoted. Those strange combination of letters are merely the Greek, Latin and Middle English forms of the same word, sausage. And translated literally, they mean "salty" or "savory."

Where the Word Came From.

The word was once spelled "sauege," the first syllable being the same as the word "sauce." Thus the essential characteristic of the product was its sauce-like character.

It is only an accident in the evolution of the English language that the name of the essential seasoning element finally became a part of the word itself. But the fact remains that you

can neither make pork sausage nor say "sausage" without including "sage"!

Since sage is one thing absolutely essential to pork sausage making, it is well that every person engaged in the manufacture or sale of sausage should be well informed on the subject of sage, and should understand the reasons why sage should always be selected on the basis of its volatile ether oil content rather than merely on the basis of price per pound.

Flavor the Important Feature.

After all, you are interested only in the flavoring efficiency of the spice, and not in its bulk. And when you buy flavoring efficiency you must buy volatile ether oils first and foremost, with the bulk and weight of the sage leaves merely serving as the carrier of these precious essentials.

Therefore, although we remember that "pigs is pigs," sage is not always sage in the sense of being an identical commodity, regardless of the source from which it is secured or the conditions under which it was cultivated, harvested, cured, graded and shipped and handled.

As a matter of fact, the sage plant is so sensitive to climatic conditions, to variations in the fertility of the soil, the degree of moisture, temperature, wind, rain and sunshine, that even the same fields, cultivated by the same planter and harvested in the same manner, often yield crops of sage totally unlike in character and in essential oil content from year to year.

It's Good to Eat!

Who says sausage causes indigestion?

This expert claims that sausage can't be made without sage, and that pure sage is an aid to digestion.

If you have complaints about your sausage, it's due either to poor meat or poor sage, he says.

It is taken for granted that your equipment is clean and in good order, and your labor control what it should be.

Sage is not grown in this country in commercial quantities. It is imported from several countries of Europe, and there is wide variation in the quality and characteristics of the plant from country to country.

Sage Comes from Abroad.

The finest grades of sage are grown in Dalmatia, on the Eastern coast of the Adriatic Sea, where soil and climate work together with rain and sunshine to produce a plant that puts its poor relations from other lands to shame. Here the cultivation of sage is an important agricultural industry and one of the chief sources of revenue.

Consequently, the Dalmatian sage farmer has become as much a specialist in his line as is the Cuban planter in the raising of tobacco or cane, the Iowa farmer in raising corn and hogs, the ranchman in south Texas in growing cotton or the Kansan in producing wheat.

Yet, even here the caprices of nature often play a disastrous role in the life history of the sage farmer. Crop failures are not unknown, and injury to crops by monsoon weather at harvest time is even more costly to the Dalmatian peasant in his field of sage than a "black" frost to the American fruit grower.

Should Know What He Gets.

It is therefore important to the importer of sage to have his own representative actually on the ground where the crop is grown, to inspect each offering as carefully as the expert tobacco judge inspects the offerings of the planters in the Indies, or as the importer of teas and coffees judges of his "raw" materials.

And it is here, at the very source of supply, that the character of the sage must be determined if the American sausage manufacturer is to have sage rich in volatile ether oils, and fit for use in seasoning the most delicate of meat food products. For not only is the character of the soil and sunshine important in determining the quality of the sage crop, but the care with which the crop is harvested, cleaned and cured.

If the plants have been beaten down by pelting rains or blown violently by heavy winds, they will be laden with

earth or sand, or fouled with manure that was used to fertilize the field. If the sunshine has been too hot and the rainfall too meager, the chemical laboratory of Mother Nature will have been unable to charge them to capacity limits with the rich volatile oils that constitute the entire commercial value of the plant.

Deceiving the Ignorant Buyer.

If the harvesters are "wise" to the ignorance of American sausage-makers who buy sage by the bale rather than by its flavoring potentialities they are likely to gather stems and roots and as much other foreign matter as they can load into their bales, thereby increasing their tonnage and selling the sticks and stems and roots at the same price as the aromatic leaves.

Thus does the foreigner sometimes profit by the ignorance of American buyers who seem entirely satisfied with grades of sage so poor and low that they could not find a buyer in France, Germany or England.

Such being the elements of variation in the raw materials, it is not only necessary for the American importer to select his annual supplies at their source, but also to reduce his own methods of grading and blending to a standardized system that will insure complete uniformity in his own product.

In the plant with which I am most familiar the sage used is exclusively hand-picked and stemless as it comes in bales from the Dalmatian exporters. Several bales are opened at a time, sampled and tested by experts, and cleaned by vacuum process, which insures the complete removal of all dirt, stems, dust, fluff and other foreign matter.

To Get the Right Blend.

These different grades of sage (no two bales are identical, even though they come from the same plantation) are then mixed together. This work is done by experts very much as tobacco experts blend the different grades of domestic, Havana, Porto Rican, and Java leaf to produce the particular blend that determines the character of the cigars.

But the work of the sage blenders is further checked by the testing laboratory, where each lot of the mixed or blended sage leaves are tested for volatile ether oil content.

A definite standard for this has been fixed. Every lot must be identical with this standard. If a blend is found to be below this standard in volatile ether oil content, it is enriched by the addition of the necessary amount of superior grade selected stock. If the ether oil content is above standard, it is reduced by the addition of enough sage of the

(Continued on page 53.)

HEARING ON DIRECT BUYING.

A hearing on the proposed "direct buying" legislation which has been before Congress for the past two years, has been scheduled for December 10 before the Committee on Agriculture of the House of Representatives.

Several amendments have been proposed to the packers and stockyards law, involving the extension of the regulatory statute as to public stockyards to what are known as private stockyards and packers' concentration points in various sections of the country.

One phase of the proposed amendments would bring privately operated stockyards within 10 miles of a public yard under the supervision of the packers and stockyards law and throw them open to the public. At the same time it would impose all of the tariffs, yardage charges, feed charges, commission, etc., on the farmer or producer.

Further legislation sought in these amendments is designed to prevent the practice of direct buying of livestock by packers. This system is competitive with the established central market system, and has met determined opposition.

INTERVENTION IN PACKERS' CONSENT DECREE.

A movement has been made by the government to secure an early settlement of the question of the right of the California Cooperative Canneries to intervene in the packers' consent decree case.

This movement on the part of the government follows a long period of litigation which began in 1920 with the government's suit in equity, in the Supreme Court of the District of Columbia, against the five principal meat packers and their subsidiaries. A consent decree at that time was secured under the Sherman Anti-Trust Act against the packers, and later was sustained by the Supreme Court of the United States.

The canneries filed in 1922 their motion asking leave to intervene in the suit, but the motion was denied. On appeal to the Court of Appeals of the District of Columbia, that court in 1924 reversed the prior decision, ordering that the canneries be allowed to intervene.

Both the packers and the canneries then moved the Supreme Court of the District of Columbia to vacate the former consent decree as null and void. The court denied the motion of the packers, but granted that of the canneries, so far as to suspend operation of the decree as a whole pending hearing on merits.

After the Supreme Court of the United States had upheld the validity of the consent judgment, the government filed a motion in the Court of Appeals to set aside, for lack of jurisdiction, its judgment allowing the canneries to intervene, but this motion was denied.

From this denial the present appeal is taken to the United States Supreme Court, questioning the jurisdiction of the Court of Appeals of the District of

Columbia to entertain an appeal from a final decree of the District's supreme court, when entered in a suit in equity brought by the government under the Sherman Act and denying the application of a third party to intervene in that suit.

The consent decree of 1920, and the entire operative results of the principal suit, remain in suspension by the lower court's order, which was also entered under authority of the mandate, the brief explains.

The Government claims that the early and final determination of this case is of importance to the Department of Justice in the administration of the anti-trust laws of the United States. It is impractical to continue with the proceedings ordered in the lower court, depending as they do upon the judgment and mandate of the Court of Appeals, so long as there is doubt as to their jurisdictional validity, the brief states.

INTERNATIONAL DEC. 1 TO 8.

The International Livestock Exposition, an event of much interest to packers, retail meat dealers and meat consumers, as well as to livestock producers, will be held at the Union Stock Yards, Chicago, Ill., December 1 to 8.

To this exposition are sent the finest of the meat animal breeding herds of the country. The aristocrats of the cattle, hog and sheep world are there.

Not only carlots of market animals but individuals brought to the very acme of finish will be exhibited. Packers and meat dealers will have the opportunity to see on the hoof the finest there is in meat making machines.

An added attraction to the meat industry will be the "Meat Shoppe" in which meat exhibits will be featured from a new angle.

There is much of interest and profit for the meat trade in this annual exhibition, and a day spent at the show would probably prove a good investment for anyone in the industry.

T. W. TOMLINSON DIES.

T. W. Tomlinson, for 23 years secretary of the American National Livestock Association, died at his home in Denver, November 13. Mr. Tomlinson, who was 64 years of age, had been a sufferer from heart disease for many years but attended to his active duties up to within a few days of his death.

As secretary of the American National, Mr. Tomlinson was well known throughout the packing industry.

TRUNZ STORES ISSUE STOCK.

An issue of 70,000 shares of Trunz Pork Stores, Inc., no par value capital stock has been offered by Hitt, Farwell & Co., at \$35 a share. The issuing company operates twenty-nine retail stores in Brooklyn. Its profits for the nine months ended on Sept. 29, after all taxes, were equivalent to an annual rate of \$3.29 a share on the 100,000 shares to be authorized and outstanding. The company has no funded debt or preferred stock.

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

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TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each .....	.10
Back Numbers, each .....	.25

Hog Market Facts vs. Bile

Direct buying and the hog cycle are the subject of editorial comment of a somewhat unusual character by one of the more important livestock dailies.

To the uninformed the comment casts serious reflection on the packers. It comes at a time when the packing industry and livestock producers are making an earnest effort to get together and iron out their common troubles, and it does not savor of the constructive.

Partisanship in a situation that has developed out of economic conditions seems to have been permitted to cloud the issues. There is an attempt to tie up this situation with a partisan discussion, on which it has no bearing.

The claim is made that the fluctuations from very low to very high prices during the packing year just ended are not due so much to what is known as the "hog cycle" as to the buying and sales policies of the larger packers.

"Packers make the winter hog market as low as they possibly can," the

editorial says, "so they can fill their coolers with low cost products, and they favor the higher hog market during the summer months when they are selling the accumulated surplus. There is no cycle about it—it is just a proposition of making the hog market work to the packers' advantage."

The declining scale of hog prices during the season of heavy runs is attributed to the packer, and the inference is given that as soon as warehouses were full of cured product, packers raised the price of hogs and continued it at high levels until they marketed the accumulations.

When producers send millions of hogs to market in a given period, and then in a like time only half the number, it is only logical to expect that prices will be low in times of greatest supply and high in times of scarcity.

Size and character of hog runs is what determines prices—not the desire of the industry to put down hog products at one season of the year and move out at another. The production and marketing practices of the hog producers leave packers no alternative as to method of operation.

Sometimes this method of operation is profitable to the packer and sometimes it is not. At best it is an uncertain method, and one which prevents operation of the industry on a merchandising basis. It is a method which forces speculation.

The situation would be very desirable from the standpoint of the packing industry if packers had the ability to control with which this critic credits them.

As a matter of fact it is the producer who creates and controls the situation, not the packer. The production side can put an end to it just as quickly as it desires, and the packing industry can do nothing about it.

The method pursued by packers in buying their hogs has nothing to do with this situation. It is the supply of hogs available and not the method of their purchase that controls the price.

It is time for the packer and producer to work in close cooperation, and this cooperation will never be furthered by stirring ill feeling. Direct buying is a subject that should be discussed on its

merits, and not tacked on to a situation on which it has no bearing.

Cutting Meat Plant Costs

There is a direct money loss, in most cases, when work that can be done by machinery is performed by hand.

A meat packer in the Central West recently made a survey of his plant to determine how hand processes might be done cheaper. Although he was convinced at the start that worth-while total saving could be made, the possibilities as revealed to him by the investigation were astounding.

He is now making plans to substitute mechanical equipment for hand labor wherever possible.

One packer recently reduced his loading dock gang from 77 to 44 men by the use of a mechanical trucking device. In addition he cut down his losses due to broken boxes of loins from 3 per cent to less than 1 per cent.

Another packer, by the addition of gravity and mechanical conveyors connecting the different departments with the shipping room, was able to make a considerable saving in packing and plant transportation costs. This was great enough to pay a good interest on the investment necessary to make the improvement, and to leave a profit.

Still another packer is making an investigation of other industries to discover machines, devices and methods that can be used with profit in his plant. He believes that money invested in equipment will work cheaper than men, and he is going to make use of machinery wherever a saving can be made by so doing.

The meat packing plant of today is better equipped mechanically than it ever was. Hand labor is being reduced year by year as new machines are developed. This is not only resulting in lower costs, but is bringing about a uniformity of operations and product that was not possible before.

But the meat packer should not be content to have new and improved mechanical equipment forced on him. Not only should he be willing to try out such new machines as appear to have merit, but he should also do his share toward devising machines and methods as their need becomes apparent.

Practical Points for the Trade

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Souse Without Pigs' Feet

An Eastern packer wants to make souse without the use of pigs' feet. He says:

Editor The National Provisioner:

We would like to make souse without the use of pigs' feet. We want to put up the product in attractive containers 'such as are used for sausage meat and certain other meat specialty products rather than putting it in pans.

Will you tell us how to make souse for this purpose? We want a good commercial formula.

If this inquirer does not have pigs' feet available—which many people believe make the best souse—he can use snouts and skins, which it is possible to buy already pickled.

A good commercial formula is as follows:

Meats:

- 50 lbs. pickled pig snouts.
- 20 lbs. pickled pig skins.
- 20 lbs. dry-cured beef trimmings.
- 10 lbs. tripe.

100 lbs.

Seasoning:

- 8 oz. white pepper.
- 8 lbs. vinegar, 45 or 90 grain.
- 30 lbs. jelly water.

Cooking the Meats.—Cook the pig snouts and skins together for about two hours at boiling point in a steam-jacketed kettle. After being cooked, remove from the kettle, but allow the liquid to remain in it.

It is advisable to cook the meats in nets, so they may be easily removed when cooked. Then skim grease off top of meat liquid, and turn on steam and boil the liquid for about one hour, which will give it a strong consistency.

Cook the dry-cured beef trimmings for about one hour, depending on their size, in an ordinary cooking vat at boiling temperature.

Cook the tripe for about 2½ hours at boiling temperature in an ordinary cooking vat.

The steam-jacketed kettle should be elevated from the floor, so the liquid may be drawn into a clean receptacle. Place three or four thicknesses of cheese cloth over the valve, to strain the liquid coming from the kettle into the receptacle. To obtain a transparent color it is well to strain through cheese cloth two or three times.

Mixing.—Pig snouts may be chopped by hand, or machine ground through 1-inch plate of the hasher. Dry cured beef trimmings and tripe should be ground through ¼-inch plate of hasher. Skins are to be ground through ½-inch plate of hasher.

Then put the ground meats in the mixing truck, adding vinegar, pepper and meat liquid, and mix thoroughly in the truck. When thoroughly mixed, place the mixture in a cooler at a temperature of from 36 deg. to 40 deg., and allow it to remain there in the truck for about 1½ hours.

During this period the grease will rise to the top of the mixture. It is a good practice to skim off the grease about three times during the period the mixture remains in the truck.

Cooling.—It is then filled in pans or special containers and placed in the cooler, where it should be held for about 24 hours to thoroughly chill and set.

If filled into tins before placing in the cooler, it is customary to dump it out of the tin before preparing for shipment. If the special containers are used, the product is shipped in them and is held in these containers in the retail market until ready for use. This has the advantage of carrying the manufacturer's name all the way to the consumer.

Packaging.—When tins are used some producers have their monogram on the bottom, so the souse will show

this monogram when removed from the tin and turned upside down.

Also, it is customary to place several slices of lemon in the bottom of each tin, one piece in each end and one in the center, which will appear on top of the meat when removed from the tins. This adds to the attractiveness of the product on the display counter of the meat market.

If an onion flavor is desired in the product, add 1 peeled onion to each 100 lbs. of meat.

If the product is not shipped in a container, it should be wrapped in parchment paper.

To Bleach Casings

A Western packer asks for some advice on bleaching casings and eliminating strong odors. He says:

Editor The National Provisioner:

We have received copy of the reprint of the article which appeared in THE NATIONAL PROVISIONER on "Baying and Testing Sausage Casings." Now we would like to know how to bleach casings and how to eliminate strong odors.

The bleaching of casings is accomplished by salting the casing and letting it stay in the bins for three or four days or a week. It is the practice of many handlers of casings to put them into tierces with very little salt as soon as they come from the cleaners. This is very likely to give them both a bad color and a bad odor.

Goods properly salted and left in the air in an open bin for a week will have a remarkable color and a wonderfully sweet odor. If packed in clean tierces they will retain this good color and odor.

Curing casings is just a matter of temperature and a lot of ice and ice water. The method of handling has a strong influence on the color.

Some people use hydrochloric acid to remove strong odors, but this can only be done after the casing has gone through the cleaning process. If they are properly cleaned and handled to start with they will never have strong odors.

POULTRY TRADING CODE.

The recently organized New York Poultry Exchange is now fully operative and includes within its membership every carlot receiver of live poultry in New York. Among the trade regulations adopted by the exchange are standard unloading charges, and provisions that business shall be on a straight commission basis at a minimum charge of 4 per cent, without premiums or rebates and with no purchasing on members' accounts.

Souse, Scrapple, Head Cheese

Three popular standbys of the packer and sausage-maker are souse or sulze, head cheese and scrapple.

If properly made they meet a ready sale in season, and provide a good outlet for your edible by-products.

Complete directions for preparing each of these have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by sending in the attached coupon, together with a 2 cent stamp for each one desired.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me directions for making souse, scrapple, head cheese.

(Cross out ones not wanted.)

Name

Street

City

Enclosed find stamps.

Rendering Tankage

An Eastern renderer wants to know the proper steam pressure and time for cooking product, also some estimate of the tankage analysis from specified product. He says:

Editor The National Provisioner:

Please tell us the proper cooking time for our product and the amount of steam pressure we should use. We render 3 to 5 horses and cattle per week, packinghouse offal consisting largely of hog and calf material, and shop bones and fat. Our material is rendered in a fresh condition.

We do not use a "hog" crusher, but cut the material up so it is in fairly convenient sized pieces. Also we empty paunches and intestines of their contents.

Can you give us an idea of what tankage from this product would analyze?

The inquirer asks the proper pressure and the cooking time in rendering inedible product consisting of fallen animals, slaughter-house offal and meat market bones.

The cooking pressure is 40 lbs. and the tanks are cooked from 7 to 9 hours.

In general the procedure is as follows: Fill the tanks with water 12 to 18 in. above the bottom of the cone. Cold water should be kept running through the material while the tank is being charged and until it is filled.

Then turn on the steam and heat the contents as rapidly as possible. The full 40 lbs. of steam pressure should be turned on from the start. Allow a slight escape of gas by leaving the escape valve open part way. This gas should be condensed or burned under the boilers to help eliminate objectionable odors.

As soon as the contents of the tank are thoroughly cooked, shut off the steam. Relieve the pressure slowly in order to prevent rolling of the tank contents.

Then open the manhole and scatter fine salt over the surface of the rendered fat. The tank should stand open for about 2 hours before the grease is drawn off.

This inquirer states that his material is in fresh condition. This will help the quality of his grease as well as of his tankage.

Yields.—He asks about what the resulting tankage should analyze. This is rather difficult to estimate. The yield of tankage from horses is 30 to 35 per cent of the dry product, and this tankage analyzes fairly high in protein or ammonia. If the paunches and intestines are washed as well as emptied the quality of the grease and tankage will be still further improved. The bone content of the raw material will have a tendency to lower the ammonia content of the finished product.

If the evaporated tankwater is added to and dried with the tankage a higher grade product will result.

The only really satisfactory way to find out the quality of material being manufactured is to have an analysis made either by reliable commercial chemists or by the official state chemist.

Properly handled and with the inclusion of the tank water, tankage from the material rendered by this manufacturer should analyze a good percentage of protein or ammonia.

No Chemicals for Casings

An Eastern casing dealer asks if there is any chemical which can be used to make casings stronger. He says:

Editor The National Provisioner:

We are desirous of knowing if there is a chemical solution available that we could use to make our casings stronger. Any information you can give us will be greatly appreciated.

No chemical of any kind should be used in soaking or handling casings. The moment a chemical is used the value of the casing is reduced a considerable extent.

In order to be of first quality casings should be cleaned and properly handled at their source, as soon as the viscera comes to the casing room. A chemical solution will not strengthen the casing.

Lamb casings are not as strong as the sheep product, and there is no means of making them of similar strength. Calf casings also are very tender.

The use of chemicals in the handling of casings is advised against.

Do you use this page to get your questions answered?

How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

KEEPING TRUCKS EFFICIENT.

In delivery truck as in meat packing operations, it is careful attention to small details and a close scrutiny and examination of operating expenses that makes possible a low operating cost.

Most meat packers have learned that it pays well to give trucks frequent examinations to discover defects before they have a chance to interrupt service, and to give each truck a regular overhauling at stated intervals.

There is one detail of truck operation, however, that is quite often overlooked during these inspections and overhauls. This is the cooling system.

Perhaps this optimism in regard to the cooling system is engendered because, outside of the pump and fan, there are no moving parts and, therefore, little wear. However, good mechanics know that the condition of the cooling system exerts a powerful influence on engine and truck performance, gasoline costs and repair bills.

Careful attention to the cooling system and particularly to the radiator becomes more imperative as cold weather approaches. Nor should this attention be limited to the addition of glycerine or some other anti-freeze mixture.

A. P. Federline, assistant manager of the Glycerine Producers' Association, recently gave some hints on the care of cooling systems, particularly radiators, that many plant owners might pass on with profit to those whose duty it is to keep delivery trucks operating at their highest efficiency.

"Although radiator glycerine in the cooling system makes the motorist and truck driver independent of cold weather conditions," says Mr. Federline, "he should not forget this important part of the car as soon as anti-freeze has been installed. The radiator and cooling system has, in its time, been treated pretty much like an orphan step-child.

"It is the radiator that keeps down gas consumption, which increases the minute an engine grows too cold. It is the radiator which prevents overheating. A thorough inspection two or three times a year is money well invested.

"Radiator troubles come from many different causes—collisions, a flying fan belt or loose blade, hard driving over bad roads, loose anchorage for the radiator, or freezing. The last is probably the most expensive of all, and also the easiest to avoid.

"One servicing with radiator glycerine will protect a car from freezing all winter. Have your cooling system tested periodically. Always keep it tight and thoroughly cleaned out, and in winter use a good anti-freeze. Such care pays. It is cheap insurance."

INCREASES FRANKFURT SALES.

The packing industry, confronted with vigorous competition, is realizing that one path to profits is through the medium of better meat merchandising. The necessity for promoting greater demand for meat and meat products was one of the points emphasized at the recent convention of the Institute of American Meat Packers.

Packers already have improved their marketing methods in many ways—through the use of trade marks and brands, by packaging and canning, and through the medium of wider distribution such as chain stores. They also have cooperated in the development of mechanical devices for stimulating retail meat sales.

Great increase in the use of automobiles has brought to the fore another marketing medium, namely, the roadside restaurant or wayside stand. Invention of mechanical equipment for the barbecuing of meats has augmented greatly the sales of ham, beef, pork, lamb, veal and poultry.

At the outset these wayside stands dispensed chiefly fried or boiled frankfurts, which were relegated to a comparatively low position by the popularity of barbecued meat. A recent innovation, however, bids fair to place the demand for "red hots" on a par with that for other meats sold at roadside stands, numbering about 25,000.

One of several devices to meet this need is an electrically-operated machine for roasting weiners recently placed on the market by San-A-Way Sales, Inc., Buffalo, N. Y. This machine consists of 16 stainless steel spindles revolving within a glass roasting oven and about an electrical heating unit. Power is provided by a simple and foolproof spring motor.

Weiners are placed on the spindles through a small door in the oven, after which production is entirely automatic. The heating unit can be plugged into any ordinary electric socket and regulated to roast slowly or quickly or to hold an even heat.

All metal parts are white enameled. The transparent glass roasting oven of the San-A-Way—as this latest device is named—gives a clear view at all times of the revolving spindles, the heating unit and the cooking frankfurts themselves.

With the roasting and self-basting method the "red hots" are cooked in their own juice from the top down, the surplus grease draining off into a removable drip pan. The top of the San-A-Way roaster forms a second oven in which the rolls or buns are kept hot.

As a means of boosting sales of frankfurts, packers might well consider purchasing such machines and placing them in wayside stands, on either a loan or rental basis. With such an arrangement a packer could set up an exclusive meat outlet for himself, by insisting that all stand owners he equips with the machines should purchase their meat supplies exclusively from his plant.

Nor is the use of such machines restricted to roadside stands. They are well adapted for use by hotels, restaurants and lunch counters, in fact, wherever "red hots" are served.

MORE FED CATTLE IN SIGHT.

Increased numbers of cattle at higher prices went into Corn Belt feedlots during the four months ended with October compared with the same period of 1927, according to the November 1 cattle feeding situation review made by the U. S. Department of Agriculture.

The Corn Belt demand for stocker and feeder cattle during October this year, while above that of October, 1927, fell off rather sharply compared to what it had been during July, August and September of this year. The shipments of stocker and feeder cattle into the Corn Belt States in October were about the same as in October, 1927, with prices nearly 20 per cent higher than last year. For the three months July to September, the movement into the Corn Belt was 45 per cent larger than for these months in 1927, with prices 35 per cent higher.

The total shipments of unfinished cattle through public stockyards into the Corn Belt States for four months, July to October, were 236,000 head, or 25 per cent larger than for the same months in 1927. This number was about the same as for these months in 1926 and 1925, but 4 per cent below the five-year average for this period. Nearly all of the increased movement this year was into the states west of the Mississippi River, total shipments into this area for the four months this year being the largest for the period in four years. The movement into the states east of the river, while about 4 per cent larger than last year, was much below any other year since 1921.

It does not seem likely that the movement of stockers and feeders into the Corn Belt during November and December will be as large as the comparatively heavy shipments during this period last year. The supply of available cattle will be smaller and the demand for feeders less urgent. The total movement for six months July to December this year will doubtless ex-

ceed last year, but will be smaller than for any other year since 1921.

The weight classification of feeder steer shipments from four leading markets during October shows that the proportion of heavy feeders, over 900 pounds, continued larger than last year, although there was a sharp decline in the prices of short fed cattle during the month. For the four months July to September the movement of heavy feeders considerably exceeded the movement last year, but was much smaller than in 1926 or 1925.

Reports from the western states indicate that cattle feeding this coming winter will probably be on a considerably reduced scale in most states in that area.

CONTINENTAL CAN CO. EXPANDS.

Negotiations have been completed whereby Continental Can Co., Inc., has acquired the can manufacturing business of the R. Hardesty Manufacturing Co., Denver, Colo. The business of this company was established in 1909, and consists of general line cans for the packaging of a great variety of commodities, such as lard, oils, paint, coffee, etc. Products of the company are broadly distributed throughout the West and Southwest.

This additional general line can business further assists Continental Can Co. in creating an improved balance between its general line business and its more seasonal packers' can business. The acquisition furnishes Continental Can Co. with an established can manufacturing business centrally located with respect to the meat packing, oil and other major industries of the Rocky Mountain territory, and supplies a base for the extension of the business of Continental Can Co. in this territory, adding another link in its coast to coast service.

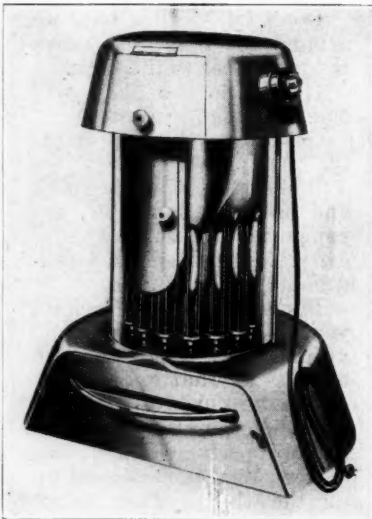
Other recent acquisitions include the Passaic Metal Ware Co.; the U. S. Can Co.; the Seattle-Astoria Iron Works; the Southern Can Co. and the New Orleans Can Co.

INSULATED MEAT CONTAINERS.

A British railway has just commenced the use of insulated containers for transporting meat between Southampton and London, according to cabled reports to the U. S. Department of Commerce. Similar containers are now being used for transporting perishable products from the west coast ports to London and other market centers.

The containers are built so as to be lowered into a ship's hold and loaded with meat from the vessel's cold storage, and are then transferred by crane from the hold to railroad cars or motor trucks on the wharves. On arrival at London, the containers are transferred to trucks and hauled direct to the Smithfield market.

A load of three and a half tons is carried by the containers, which are insulated with cork in walls and doors, and with asbestos sheets in the flooring. All fittings are airtight, to maintain an even temperature.



NEW TYPE FRANKFURT ROASTER.

This machine contains an electrical heating unit, about which the weiners revolve continuously. Production is entirely automatic.

A Page for the Packer Salesman

The Salesman's Problems Theory and Practice in Selling Packinghouse Products

By T. R. Bradley.

(EDITOR'S NOTE.—At the request of THE NATIONAL PROVISIONER, Mr. Bradley, a packinghouse salesman and sales manager of long experience, has prepared a discussion of the problems of the packinghouse salesman.)

The first installment discussed the relative position of the packer salesman in the industry, and the need for training. The second dwelt on the need for packer salesmen, and the difference between salesmen and "order takers." The third was on the making of salesmen, and what is needed to be able to make sales. The fourth told how to get sales results.

In the fifth was discussed the way to hold the interest of the customer after you get it.

In this article Mr. Bradley talks about sales talks that will be easily understood.)

Making Sales Talk Easily Understood.

Understanding is a fore-runner to conviction. It is not so much what is said by the salesman that counts, as it is what is understood by the prospect.

The salesman should talk in terms of the trade. To digress from this is to make his sales talk ineffective.

It is his problem to make the customer see in his mind's eye what is being told him. Therefore, the sales pressure should be applied in terms of the customer's vocabulary rather than in terms of the salesman's vocabulary.

Technical packinghouse terms should be avoided in talking to the average meat dealer. To do otherwise merely confuses him and builds up more sales resistance.

Description and Explanation.

Although the vocabulary is an important consideration, there are other means of making the sales talk understood. They might be classified under two general headings—description and explanation.

To describe a thing in words so that others may understand it is no small task, and in order to do this effectively the salesman must know his product thoroughly.

Descriptions should be supplemented by illustrations, whenever possible. Advertising matter, picturing the product and making it look appetizing, carries much weight with any prospect.

Another method is by means of sketches, diagrams, graphs, etc. Anything, in fact, which the salesman illustrates with pen or pencil is certain to catch the eye of the prospect and establishes mental contact at once. It is said, by reliable authority, that over eighty per cent of all new ideas come to the mind through the sense of sight. This accounts for the effectiveness of

the illustration method in describing a product to a prospect.

How Samples Can Be Used.

Descriptions should be further reinforced by use of samples, whenever practical to do so.

Due to the nature of the products sold by packer salesmen, it is not always possible to carry samples, especially those of the fresh meat variety. But it is possible, and quite practical, to carry one or two samples of some of the products.

It has been my observation that meat salesmen, in general, dislike to be bothered with bulky samples. A noticeable change in this attitude is observed in recent years. Packer salesmen, like others, have begun to realize that it is far easier to sell a man through his eyes than through his ears. Although it is a little inconvenient to "tote" a new sample every day, the results will more than repay the salesman for his efforts.

Eye vs. Mind Appeal.

The whole problem is that of reaching the prospect through his senses rather than through his intellect. When he sees a sample placed before him, his interest is immediately aroused.

Through his sense of sight he is made to understand all points relative to its size, shape, color, texture, etc. Through his sense of touch he learns of its merits as to freshness, slicing qualities, advantages in cutting, etc. He can go even further and learn of its merits as a food product by his senses of taste and smell.

The practice of carrying samples should be encouraged. It is the most effective method of all in introducing new products.

Points to Be Explained.

Explanations may be directed into any one of several different channels. The salesman might explain how the careful selection of raw material makes his product superior in quality.

He might stress the points of careful grading, chilling, curing, etc., and the skill of workmen in dressing, cutting, handling, etc. In talking cured products he might show his customer how improvement has been made in formulas, thus bringing his product up to the highest standards.

The salesman should make a personal study of each customer he calls on. He should select his vocabulary to fit in with the prospect's education and knowledge of packinghouse products. He should make his descriptions and explanations vivid and easily understood; reinforce them whenever possible by displaying actual samples.

If these methods are followed, the sales resistance will be reduced to a minimum, and he will have little difficulty in convincing his prospect—which is the next step in the selling process.

In his next article Mr. Bradley will tell "How to Convince Them."

PROFITS IN COMPLAINTS.

A complaint from a retailer is never welcomed. However, the wise salesman can, if he will, make use of complaints he receives to better the service the retailer is receiving or to help him otherwise.

How one salesman turned a complaint into a source of profit was told recently.

The salesman had sold a new customer a bill of ready-to-serve meats which the retailer had been unable to dispose of. The retailer complained bitterly because he had been induced to purchase a supply greater than his turn-over seemed to justify, but the salesman thought otherwise.

Investigation showed that the dealer had made no particular efforts to push these meats. They were poorly displayed, nothing had been done to attract customer attention to them and no particular efforts had been made to push their sale.

The salesman took the time to arrange an attractive display of the meats. He made tags on which was printed the name of each product and the price per pound. He then asked the retailer to call each customer's attention to the meats.

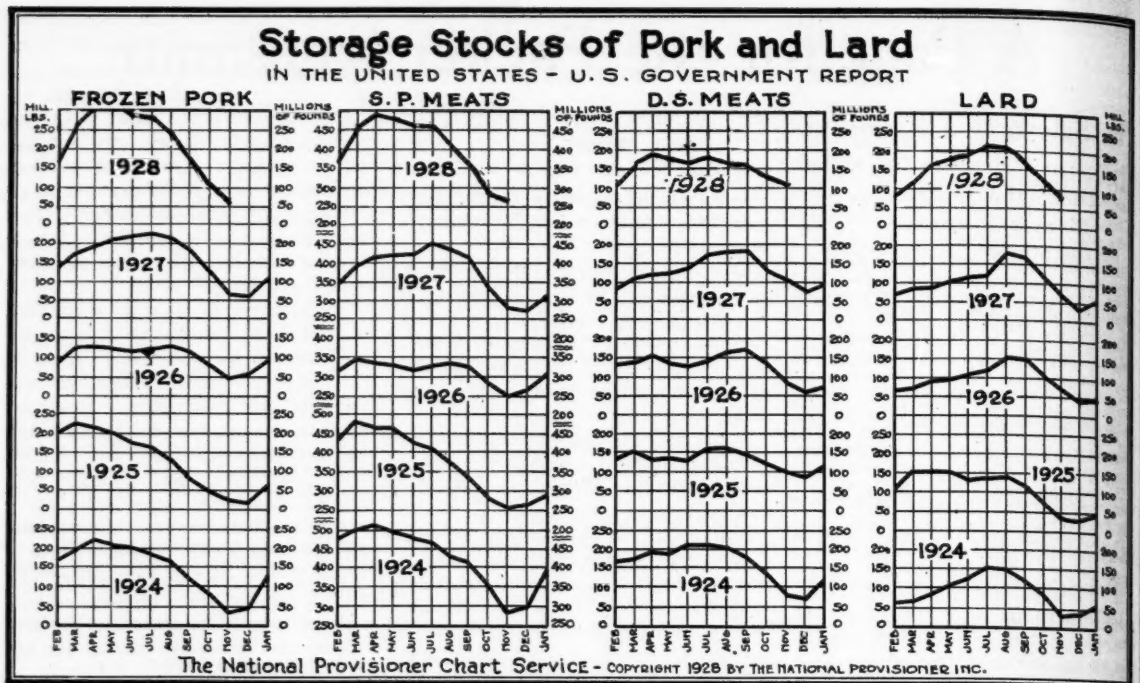
The result was that the stock sold quickly, the retailer had a lesson in merchandising and the salesman saved a customer for his firm.

Each complaint is worth investigating. If a complaint is justified there is a lesson for the plant in it. It shows how service or production can be improved to prevent a similar complaint in the future.

Thoughts for Salesmen and Sales Managers

The house that cannot sell its first-class product to first-class trade has no excuse for existence.

The packer whose selling force can only sell his good brands at "grave-digger" prices is even worse off!—E. P.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stock accumulations of pork and lard for the first 10 months of 1928 compared with those of previous years.

Frozen pork continued the seasonal sharp decline begun in June. While the accumulations of frozen pork were larger than in any of the four years previous, the seasonal decline in stocks was sharper. The large run of hogs resulted in a decline in the price of all pork products, especially green meats, thus creating a good demand. As the frozen product moved at a differential under the fresh, the demand proved to be unusually good.

Supplies of S. P. meats have been very moderate in recent months as demand has been strong and stocks are well cleaned up. Price levels for the cured product have held well above those of the green.

Dry salt meats, while showing a good seasonal decline, have not moved as rapidly into trade channels as was anticipated. These meats reached a pretty high price level and met with some buying resistance, considerable local competition, and an expanded hog movement that was not anticipated until later in the winter packing season. However, stocks showed considerable decline during the month and are well under those of the same date a year ago.

Good buying of lard and liberal

consignments abroad have reduced the record stocks of this commodity materially. During October stocks declined more than 45,000,000 lbs. and at the beginning of November were approximately 134,000,000 lbs. under those of July when the peak of 214,000,000 lbs. was reached. Foreign buyers have been very much in evidence on the price breaks, but when advances came they backed away. The domestic trade in lard was fair but price levels have been unsatisfactory.

At the western markets the average weight of hogs in October was less than in September and in most cases was considerably under that of October, 1927. This helps the lard situation somewhat although the heavy runs of hogs result in a total lard yield the profitable marketing of which presents a real problem to the packing industry.

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on November 1, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Nov. 1, '28.	Oct. 1, '28.	5-Year-Av.
	lbs.	lbs.	Nov. 1-lbs.
Beef, frozen	41,424,000	22,463,000	36,282,000
Cured	6,163,000	6,437,000	18,906,000
In cure	10,248,000	8,323,000	11,463,000
Pork, frozen	65,398,000	103,879,000	54,026,000
D.S. cured	49,725,000	68,879,000	46,514,000
D. S. in cure	51,448,000	57,020,000	52,339,000
S.P. cured	97,948,000	120,975,000	111,122,000
S.P. in cure	166,389,000	164,334,000	171,504,000
Lamb and Mutton, frozen	4,428,000	2,113,000	2,474,000
Misc. Meats	52,081,000	49,798,000	52,322,000
Lard	82,432,000	126,890,000	49,733,000

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on November 14, 1928, with comparisons, are reported by the Chicago Board of Trade as follows:

	Nov. 14, 1928.	Oct. 31, 1928.	Nov. 14, 1927.
Mess pork, new, made since Oct. 1, '28, brls.	98	.....	.....
Mess pork, made Oct. 1, '27 to Oct. 1, '28, brls.	93	219	135
P. S. lard, made since Oct. 1, '28, lbs.	1,720,000	1,090,840	1,332,000
P. S. lard, made Oct. 1, '27 to Oct. 1, '28, lbs.	26,035,500	35,005,750	20,960,275
P. S. lard, made previous to Oct. 1, '27, lbs. ....	.....	400,000	.....
Other kinds of lard, lbs.	4,182,306	5,123,302	2,154,800
Sh. rib sides, made since Oct. 1, '28, lbs.	52,231	.....	8,000
Sh. rib sides, made previous to Oct. 1, '28, lbs.	178,124	307,614	1,644,075
D. S. clear bellies, made since Oct. 1, '28, lbs.	8,773,728	7,140,752	4,010,115
D. S. Cl. bellies, made previous to Oct. 1, '28, lbs.	9,404,162	11,333,974	10,000,411
D. S. rib bellies, made since Oct. 1, '28, lbs.	565,280	663,940	500,800
D. S. rib bellies, made previous to Oct. 1, '28, lbs.	250,228	552,967	841,100
Ex. sh. cl. sides, made since Oct. 1, '28, lbs.	137,781	131,316	97,870
Ex. sh. cl. sides, made previous to Oct. 1, '28, lbs.	13,221	32,004	170,075

INSPECT DRIED MEAT IMPORTS.

All hides, tallow and dried meats imported into Portugal, according to an order recently issued by the Portuguese customs administration, must be inspected by a veterinary officer of the Servicos Pecuarios or by an officer of the department of public health, unless accompanied by a health certificate issued by the Portuguese consul in the country of shipment.

Provision and Lard Markets

WEEKLY REVIEW

Market Quiet—Prices Irregular—Undertone About Steady—Hog Run Larger—Hogs Weak—Cash Trade Fair—Sentiment Mixed.

A moderate volume of trade and an irregular market over rather narrow limits was the feature in hog products the past week. The bulk of the trade was in the lard market and was of a mixed character. The outstanding feature was a noticeably lighter volume of liquidation such as the market has experienced for some time past. Commission houses, however, were on both sides, and while the market experienced numerous rallies, the latter failed to hold as offerings increased on the bulges.

Bearish hog news operated against all advances. At times hedge pressure was in evidence and encountered limited support, while at other times there was fairly good realizing by shorts on bulges in grains, but the demand failed to follow the upturns.

The net price changes the past week were small. The latter was due to the fact that sentiment was more divided and there was less disposition in speculative quarters to press the decline at these levels. At the same time, there was little in the news to encourage accumulation of long lines. An increase in the hog run to market received considerable comment, while houses with foreign connections were on the selling side of futures at times.

Cash domestic trade was fair but not buoyant, while export trade was constantly reported limited in volume. The outward movement of lard reached fair proportions, but not to the extent of being a noticeable market factor. As a whole, cash business appeared routine in character. This created a situation where there was a tendency to go slow pending some new developments.

Hog Marketings Larger.

The situation in corn was firm, the country not marketing grain to any extent. This was looked upon as indicating increased feeding operations, although the movement of grain to market was interrupted at times by further unsettled climatic conditions. Should the present corn levels hold, hogs at the ruling levels appear rather low. The western run to market was somewhat above that experienced of late and was again ahead of the same time last year. Notwithstanding, there was a tendency to look for another fairly good decrease in the lard stocks at Chicago the first half of November.

The rather mild weather over the eastern part of the country has probably been against consumption of pork products to some extent, but with winter at hand, a broadening trade is anticipated, particularly as official advices from Washington indicate that there has been a noticeable improvement in the employment situation throughout

the country. A surprising feature in connection with lard was the October consumption of cottonseed oil of 358,000 bbls. compared with 276,000 bbls. in October last year.

The average price of hogs at Chicago last week was 9.25c compared with 9.05 the previous week and 9.15 a year ago. The average price at Chicago this week, however, dropped to 8.80c. The receipts of hogs at western packing points last week totaled 482,100 against 495,500 a year ago reflecting the letup in the run last week, but during the present week the marketings have again picked up.

Corn for Feeding Plentiful.

The Government corn report was for a crop somewhat under the average expectations. Production was placed at 2,895,449,000 bu. against 2,774,000,000 bu. last year. The average of the private estimates had indicated about 2,915,000,000 bu. The carryover of old corn on farms was about 54,000,000 bu. compared with the average of the private estimates at 64,000,000 bu.

The farm reserves of old corn were the smallest, with one exception, in over 20 years. On the basis of the present production estimates of farm reserves and the visible stocks, the report suggested total supplies of corn for the season of 2,951,000,000 bu., or only 45,000,000 bu. more than a year ago. Out of the increased supplies compared with last year must be deducted the liberal quantities sold for export and not yet shipped, which has been estimated upwards of 25,000,000 bu. whereas a year ago, at this time, there was little or no export demand for American corn.

The supply of corn for feeding purposes, however, is sufficient for all domestic requirements. The hog supply in the country is believed to be slightly lower than at this time last season, and the spread between corn and hogs of late has not been conducive of increased breeding. This situation, however, may reverse itself later in the present season.

PORK—The market was quiet but firm in the East, with demand reported fair. At New York, mess was quoted at \$32.50; family, \$34.00; fat backs, \$25.00@28.00. At Chicago, mess was quoted at \$29.00.

LARD—Routine export interest was reported, but domestic trade in the East was fair and the market about steady following the futures. At New York, prime western was quoted at 12.30@12.40; middle western, 12.20@12.30; city, 11 1/2@12c; refined continent, 13 1/4c; South America, 14c; Brazil kegs, 15c; compound, car lots, 11 1/4c; less than cars, 12c.

At Chicago, demand was quiet, with regular lard in round lots quoted at 5c under December; loose lard, 12c under December; leaf lard, 10c under December.

BEEF—Demand was good and the market firm at New York, with mess quoted at \$26.00; packet, \$28.00@30.00; family, \$32.00@34.00; extra India mess,

\$44.00@46.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75 and pickled tongues, \$75.00@80.00 per barrel.

See page 43 for later markets.

STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on page 36 is based are as follows:

1924.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	126,783	432,726	147,487	40,822
Feb.	165,822	408,373	168,141	50,181
Mar.	199,428	500,668	168,145	58,572
Apr.	227,284	512,190	152,854	55,722
May	215,767	500,683	191,882	102,317
June	201,728	483,372	206,009	127,949
July	186,566	473,914	212,158	152,529
Aug.	164,461	443,795	202,002	150,248
Sept.	121,816	408,928	180,127	124,676
Oct.	77,898	351,485	125,702	52,186
Nov.	42,857	255,516	81,966	31,766
Dec.	48,656	300,264	78,980	35,942

1925.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	128,585	396,414	117,982	60,243
Feb.	200,293	443,352	136,478	112,607
Mar.	232,131	484,349	150,679	152,485
Apr.	218,715	466,028	142,660	150,094
May	201,246	467,395	145,548	151,499
June	180,645	425,451	142,292	138,296
July	168,527	407,610	162,618	145,919
Aug.	131,935	373,227	164,374	145,924
Sept.	93,078	338,156	152,555	114,724
Oct.	54,455	294,392	128,288	71,836
Nov.	30,174	255,584	106,264	36,640
Dec.	26,985	260,641	96,995	33,511

1926.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	57,960	294,642	119,617	42,478
Feb.	98,311	319,726	138,005	64,187
Mar.	120,115	345,661	144,071	76,145
Apr.	129,259	346,049	151,286	85,108
May	124,509	338,905	140,324	85,365
June	117,366	320,305	136,801	106,824
July	120,707	334,305	148,164	120,537
Aug.	133,104	340,687	168,852	153,572
Sept.	119,994	330,326	172,766	151,283
Oct.	77,673	293,106	148,572	105,558
Nov.	40,376	257,726	86,581	72,355
Dec.	53,294	267,757	97,009	46,826

1927.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	97,850	306,964	65,203	49,992
Feb.	149,866	352,051	98,305	66,465
Mar.	177,876	392,642	101,156	77,103
Apr.	193,348	418,724	124,714	92,090
May	204,698	435,967	129,637	96,611
June	211,496	432,492	143,082	111,778
July	220,685	444,778	167,248	146,280
Aug.	214,428	440,782	185,993	179,028
Sept.	180,979	407,511	178,121	167,500
Oct.	126,887	341,400	140,417	118,174
Nov.	76,788	280,261	100,646	71,009
Dec.	65,640	277,882	77,145	46,608

1928.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	165,221	370,442	119,487	82,786
Feb.	283,707	460,296	159,789	121,354
Mar.	322,542	496,478	177,887	164,756
Apr.	323,403	496,323	178,012	164,506
May	306,098	479,485	173,740	172,063
June	289,825	459,878	169,693	186,073
July	286,720	453,242	174,999	214,465
Aug.	245,655	408,726	164,712	205,289
Sept.	174,206	332,680	155,090	178,286
Oct.	87,127	327,582	139,054	90,483
Nov.	41,424	264,317	101,173	82,432

LARD AND GREASE EXPORTS.

Exports of lard from New York, November 1, 1928, to November 14, 1928, 14,353,784 lbs.; tallow, none; grease, 1,114,000 lbs.; stearine, 27,600 lbs.



STOCKS.
Chicago at
November 14,
are reported
trade as fol-

31, Nov. 14,
1927.

210 12

8,840 1,322.00

750 20,960.25

0,000

392 2,154.90

0,000

614 1,644.65

752 4,010.75

974 10,980.61

049 508.66

967 841.30

316 97.89

004 170.57

IMPORTS.

meats im-
porting to
Portuguese
must be in-
spected by
an officer of
the health,
unless
certificate
of consul in the

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EUROPEAN PROVISION CABLES.

The market as Hamburg was rather quiet during the week ended November 10, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 515 metric tons. Arrivals of hogs at 20 of

Germany's most important markets were 98,000, at a top Berlin price of 17.95c a pound, compared with 100,000 at 15.00c a pound, for the same week last year.

The Rotterdam market was not reported.

The market at Liverpool was dull.

The total of pigs bought in Ireland for bacon curing was 39,000 for the week compared with 25,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ended November 9, 1928, was 80,000.

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on November 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Nov. 1, 1928, Lbs.	Nov. 1, 1927, Lbs.	5-yr. Avg., Nov. 1, Lbs.
Butter, creamery	105,904,000	118,679,000	105,191,000
Cheese, American	82,119,000	59,035,000	65,854,000
Cheese, Swiss	6,479,000	7,634,000	8,244,000
Cheese, Brick and Munster	1,306,000	1,762,000	1,876,000
Cheese, Limburger	1,447,000	2,055,000	1,502,000
Cheese, all other	5,871,000	7,117,000	6,644,000
Eggs, frozen	73,281,000	62,006,000	43,881,000
Eggs, cases	6,249,000	5,485,000	5,921,000

OIL AND FAT EXPERT PASSES.

B. M. Glick, who passed away suddenly on Monday, November 5, was connected with the Industrial Chemical Co. for 15 years. He started in the laboratories, experimenting with carbon,

and for the last four or five years had been actively engaged in that field. He was deeply interested in development of improved methods of refining and purifying vegetable and animal oils and fats, and had a part in some of the most significant steps forward in this field. He was on his way to become a recognized authority when death took him almost at the very beginning of his career, for he was only 39 years of age.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Nov. 10, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	2,192
Canada—Meat products	27,500 lbs.
Canada—Beef cuts	81,448 lbs.
Canada—Vealers	00
England—Sausage in tins	2,900 lbs.
England—Beef extract	3,300 lbs.
England—Bouillon cubes	1,000 lbs.
France—Cooked pork in tins	4,200 lbs.
Germany—Smoked pork	1,677 lbs.
Germany—Smoked sausage	1,677 lbs.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on November 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Nov. 1, 1928, Lbs.	Nov. 1, 1927, Lbs.	5-yr. Avg., Nov. 1, Lbs.
Broilers	15,814,000	12,610,000	14,454,000
Fryers	4,591,000	3,282,000	3,936,000
Roasters	12,242,000	9,079,000	13,401,000
Fowls	5,547,000	6,290,000	5,881,000
Turkeys	4,903,000	4,170,000	4,536,000
Miscellaneous	15,455,000	16,884,000	15,810,000



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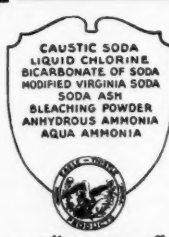
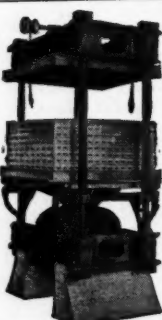
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40 Rector St.

New York City

Tallow and Grease Markets

WEEKLY REVIEW

ve years had that field. He development of ing and puri- mal oils and some of the ward in this to become a n death took beginning of y 39 years of

EW YORK. heat products New York for 1928:

Amount.	
2,192	
27,599 lbs.	
81,448 lbs.	
60	
2,800 lbs.	
3,300 lbs.	
575 lbs.	
1,065 lbs.	
4,502 lbs.	
1,077 lbs.	

STORAGE of frozen 28, with com- follows by the cultural Eco-

1.	5-yr. Avg.
1,000	14,454.00
2,000	12,401.00
3,000	10,881.00
4,000	9,734.00
5,000	8,818.00

ON A

uring and Mathie- New York, Mathieson product cks at all ammonia.

Inc. K CITY INCINNATI

g Co. Oil fertilizers d Furs, Mass.

meal, York City

TALLOW—The market the past week has been moderately active, but the undertone was firmer, with sales of extra and outside stuff at New York reported at 9¼@9½c f.o.b. In most quarters, it was said, the amount of tallow on the market was light and the bulk of the available supplies had been cleared up at 9¼c. Sentiment nevertheless was mixed, as it was felt that producers would not follow up- turns although in most quarters a good demand was reported under the mar-

The large October cotton oil consumption was felt to have reflected, at least in part, the fact that cotton oil has been going into the soap kettle to some extent. In a general way the disposition is to go slow, but all soap- ers' supplies in nearby positions are steady to strong with available quanti- ties limited, with the exception of co- coanut oil.

At New York special was quoted at 9¼c; extra, 9¼@9½c; edible, 10c. At Chicago, the market was quiet and steady with little change compared with a week ago. Selling pressure was light, and trade was broad enough to absorb the offerings. Prime packer tallow was quiet but firm. At Chicago, edible was quoted at 9¼c; fancy, 9½@9¾c; prime packer, 9½c; No. 1, 8¾@9c; No. 2, 7½c.

There was no London tallow auction this week. At Liverpool, Australian tallow was firm and unchanged with fine quoted at 45s 9d and good mixed at 40s 9d.

STEARINE—The market in the East experienced a very limited demand and was weak in tone with some stuff hang- ing over. The market for stearine and oleo, New York was quoted at 10¼c asked. At Chicago, the market was quiet, and barely steady. Oleo was quoted at 10c.

See page 43 for later markets.

OLEO OIL—While the undertone was steady, the market was routine in character with demand moderate. Of- ferings were more steadily held. At New York, extra was quoted at 11½c; medium, 11c; lower grades, 10½. At Chicago, demand was quiet, but the market was steady. Extra was quoted at 11½c.

COCOANUT OIL—The market was quiet but firm. Reports indicated that soapers had absorbed considerable oil recently at the Pacific coast. At New York, January-April tanks were quoted at 8¾c. Pacific coast tanks were quoted at 8c.

CORN OIL—The market after sell- ing off to 8¾c f.o.b. mills, was some- what steadier this week being helped by the better market in cotton oil. Tanks were quoted at 8¼@8½c f.o.b. mills.

SOYA BEAN OIL—A rather quiet situation again prevailed in this mar-

ket. At the Pacific coast, it was said, little or no oil is available. At New York, tanks were quoted at 10¼c and barrels 12¼@12½c.

PALM OIL—A steady to firm situa- tion existed in this quarter. Some claimed a good business was passing in shipment supplies. At New York, spot Nigre was quoted at 8¼@8½c; Janu- ary-March shipment, 7½c; spot Lagos, 9@9¼c; January-March shipment, 8¼c.

PALM KERNEL OIL—A very quiet trade but a rather steady market was the feature throughout the week. New York tanks were quoted at 8.30@8.35c and casks, 9½@9¾c.

OLIVE OIL FOOTS—Demand was rather slow and the market about steady. Old crop foots, New York, were quoted at 10c, while new crop foots were quoted at 9½@9¾c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTON OIL—Demand for spot oil was moderate, but offerings were lim- ited and prices on store oil were quoted nominally at ¼c over November. Southeast crude, 8¼c bid; Valley, 8¼c bid, 8½c asked; Texas, 8¼c nominal.

By-Products Markets

Chicago, Nov. 15, 1928.

Blood.

Blood market still is strong, espe- cially at western points, on basis of \$5.00 to \$5.10 delivered Chicago.

Unit Ammonia.

Ground and unground.....\$5.00@5.10

Digester Hog Tankage Materials.

Good demand and scarcity of offer- ings keep feeding tankage in strong market. Buyers appear interested in all kinds and grades.

Unit Ammonia.

Ground, 11¼@12% ammonia.....\$5.25@5.35 & 10
Unground, 11¼ to 12% ammonia... 4.75@5.00 & 10
Ground, 6 to 8% ammonia 4.50@4.75 & 10
Unground, 6 to 8% ammonia..... 4.25@4.50 & 10

Fertilizer Materials.

Fertilizer tankage situation remains steady, prices firm. Good demand still exists for unground bone tankage at \$25.00 per ton.

Unit Ammonia.

High grd., ground, 10% am.....\$3.90@4.00 & 10
Lower grd., and ungr., 6-9% am. 3.90@4.00 & 10
Hoof meal@3.75
Bone tankage, low grd., per ton.24.00@25.00
Liquid stick@4.00

Bone Meals.

Market for bone meal shows no change from previous week.

Per Ton.

Raw bone meal\$34.00@50.00
Steam, ground 28.00@28.00
Steam, unground 28.00@27.00

Cracklings.

Cracklings are slightly easier in de- mand, the best grades of unground cake and expeller at \$1.15 to \$1.20 per unit of protein, Chicago.

Per Ton.

Hard pressed and exp. unground, per unit, protein\$ 1.15@ 1.20
Soft prod. pork, ac. grease & quality 85.00@90.00
Soft prod. beef, ac. grease & quality 50.00@55.00

Gelatine and Glue Stocks.

Market for gelatine and glue stocks continues quiet. Most large producers reported to have sold 1929 output of fresh frozen pig skin scraps for gela- tine purposes.

Per Ton.

Kip and calf stock.....@40.00
Hide trimmings@35.00
Packer bones@42.00
Horn piths@40.00
Cattle jaws, skulls and knuckles.....@40.00
Shinews, plizies and hide trimmings.. 31.00@35.00
Pig skin scraps and trim., per lb... @5c

Horns, Bones and Hoofs.

Cattle hoofs still scarce on a strong market, buyers bidding \$45 Chicago. Buyers of bones for grinding are dis- interested. Hoof meal is inactive.

Per Ton.

Horns, according to grade.....\$50.00@100.00
Round shin bones 50.00@ 80.00
Flat shin bones 52.50@ 55.00
Cattle hoofs 45.00@ 46.00
Junk bones 27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Some contract activity still reported in winter processed and winter col- dried hair. Market is steady.

Coll and field dried..... 2 @ 3c
Processed grey, per lb..... 4 @ 6c
Cattle switches, each*..... 4½ @ 5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Nov. 15, 1928.

The markets are not in a position to change much as trading is limited.

Dried blood is held at \$4.85, but the fertilizer buyers will not pay this figure and the feeding buyers are not over anxious to trade. South American re- mains about the same as to price. Of- ferings are limited.

Tankage for quick delivery is scarce. Last sales of ground were at \$4.50 & 10c, and about the same figure was paid for unground of a good grade, basis New York.

Cracklings are lower with not much of a demand.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Crude Oil Filtration

By John F. Harris and B. F. Glick.*

(Continued from Nov. 3 issue.)

Filtration Process in Detail.

Let me now briefly describe the whole filtration process, with a few remarks on the different factors entering into it.

The oil coming from the presses is run into regular storage tanks and allowed to stand there if possible for a minimum of 12 hours. This is to allow of the separation of the crude suspended matter which normally comes out and to which stage almost any crude mill can reach.

The settled oil from the storage tank is then pumped over into a tank which we shall call the treatment tank and usually reaches there as described above, at a temperature of about 110 degrees F. to 120 degrees F.

This tank is fitted with a mechanical agitator with paddle arms and when the oil has been pumped over, there is added about $\frac{1}{4}$ of 1 per cent of its weight of diatomaceous earth and $\frac{1}{4}$ of 1 per cent of its weight of nuchar—the standard activated carbon for this purpose—and the whole mass agitated for a period of at least 30 minutes.

At the end of this agitating period the mixture is pumped to the filter press and the outflow from the filter press circulated back to the treatment tank for a couple of minutes, until the oil coming from the press is clear.

The filtrate or overflow of oil from the press is then switched over to storage tanks and the operation continued until the oil in the treatment tank has all been passed through the press.

We are now faced with the fact that the press contains a filter cake consisting of kieselguhr, nuchar, impurities, together with some good oil which we naturally want to recover. To do this we let the press drain until no more oil is running from the outlet cocks and then gradually pass air through the filter press which blows out the oil held by the solids, and this oil mixed as it is with air, is usually returned to the treatment tank to be handled with the next batch of oil treated with it.

Clear Filtered Oil and Cake.

At the end of this blowing operation we have left then in the press a dried filter cake which can be removed by opening the press, and dropping out the filter press cake into a box so that it can be removed for disposal. This filter press cake will be dealt with later.

As soon as another batch of oil is collected in the storage tank the same

operation is repeated, the result being that we are left with a clear filtered oil on the one hand and the cakes containing the filtering materials and the impurities collected by them. If the capacity of the press is such that it can handle the whole day's supply of oil it is customary to run the entire day's production through the press and blow the cake after each tank treatment, but only when it is full of filter press cake and therefore incapable of handling any more oil, should it be disposed of.

Handling Filter Press Cake.

Let us now discuss the disposal of this filter press cake, for it still contains a small percentage of oil and a large amount of impurities which have been extracted from the crude oil, but which have some value and should therefore be disposed of advantageously if possible.

Let us see how much filter press cake we have as compared to the amounts of other products obtained from the cottonseed. For every 300 pounds of oil produced, 900 pounds of meal is made and the logical way to get rid of this filter press cake would be to mix it with the meal providing that it did not damage the quality of the meal.

As noted, we use $\frac{1}{4}$ of 1 per cent of kieselguhr of the weight of the oil and $\frac{1}{4}$ of 1 per cent of nuchar, which makes altogether $\frac{1}{2}$ of 1 per cent of the weight of the oil; i. e., for every 300 pounds of oil treated we get $1\frac{1}{2}$ pounds of filtration materials of a grey color. If this is mixed in with the 900 pounds of meal made at the same time as the 300 pounds of oil treated, we shall be adding $1\frac{1}{2}$ pounds of filter press cake to every 900 pounds of meal; or in other words, $1/6$ of 1 per cent of the weight of the meal.

This is, of course, an exceedingly small proportion and could be disregarded entirely, but the grey color of the filter press cake might affect the quality of the meal.

We have, therefore, in the past year in filtering millions of pounds of oil thoroughly investigated this point and have found that under no conditions was the color or analysis of the meal affected by the addition of this very small amount of filter press cake.

Recovering Oil Residue.

In order to recover any residue of oil remaining in this cake, it is put into the meats conveyor by means of some standard feeding device before it goes to the cooker and it is therefore thoroughly incorporated with the meats in the cooker, thoroughly pressed in going through the presses, and comes out intimately mixed with the meal so that its presence is absolutely indistinguishable by any chemical or physical test that we have been able to apply. Moreover, it is not an adulterant of the meal in any sense of the word.

Used in this way, in the manufacture of crude oil it has a definite feed value of its own apart from that of the meal.

Meal is not, or should not be, fed straight to cattle, and the stock feed industry uses annually hundreds of carloads of carbonaceous and silicious materials similar to those described for preparation of standard cattle feeds, and therefore the addition of an aver-

age of $1/10$ of 1 per cent of such materials to the meal in the manufacture of crude oil cannot rationally be objected to.

The result of this is that we have an absolutely clean cut operation with no losses at all involved. We start with crude oil suspended and dissolved impurities, add the nuchar and kieselguhr, and finish up with a filtered, purified oil and everything else involved in the process thoroughly incorporated with the finished meal.

Results of Treatment.

It now remains only for me to give some idea of the results obtained by this treatment and the economies of the treatment. This process was devised in the first place to improve bad oils, and during the last year we were absolutely unable to obtain any bad oils except when we were handling storage tank bottoms. We were, however, fortunate enough to install this process in four representative plants where we handled roughly about 7,000,000 pounds of oil, or to put it in more definite units, about 120 tank cars of oil during the past season. The quality of this oil was practically all better than prime to begin with, such as existed throughout the season of last year.

It would take too long to go into details as to the actual figures obtained in this work; suffice it to say that using the process above described we were able to effect an average improvement on this better than prime oil represented by an average premium of 1 per cent.

Improvement in the Oil.

This may not sound like a very big improvement, but when you start with an oil better than prime, averaging around 6.5 refining loss and 5.5 red, there is not very much in the way of impurity to remove and this reduction, representing as it does about a 20 per cent improvement in the quality of the oil, gives some promise of what will be done in a more normal season when better than prime oil is the exception and not the rule.

Moreover, the tank car data which we carefully studied all through the operation showed a uniform agreement between loading and destination samples, and out of the whole run of tank cars there were only two or three which had to be submitted to referee chemists because of discrepancies in analyses. As some of the tank cars shipped were stored after treatment and then sent to points as far distant as Canada, this is a remarkable demonstration of the keeping qualities of filtered oil, for it is not by any means uncommon with the average run of oil for a large discrepancy to occur between loading and destination samples.

Cost of Filter Equipment.

For an eight press mill the total investment in filtering equipment averaged about \$2,000 to \$2,500 installed; not much of an outlay for a mill of this size. The average operating cost for filtration ran about \$16.00 per tank car treated which included all charges for interest and depreciation on equipment, pump and maintenance, labor and the cost of the filtering material.

With oil at 8c a 1 per cent premium on a tank car of oil (60,000 pounds) (Continued on page 53.)

*Read at Tri-State Mill Superintendents Convention, Memphis, Tenn.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Trade Broader—Market Stronger—Government Report Bullish—Crude Tighter—Sentiment Mixed—Outside Markets Steadier—Cash Oil Trade Improving—Seed Higher

A feature in the cotton oil futures market on the New York Produce Exchange the past week was a broadening speculative trade and an advancing market. A persistent lack of important hedging pressure, coupled with a bullish Government report, served to increase outside interest on the constructive side. The result was the market responded readily as shorts endeavored to cover running prices into stop-loss orders.

At the high point the market was up over $\frac{1}{2}$ c lb. from the recent lows. A firm tone in cotton and a steadier lard market had sympathetic influence on oil, but in the main, the oil strength was due to conditions within the market itself. The buying power came mainly through commission and wire houses, particularly those with southern connections. Part of this buying was thought to have been for mills, possibly against sales of crude.

The ring crowd, who have been fighting the advances, covered and went with the market for a time. The result was that profit taking and scattered selling was readily absorbed. Commission house demand for the nearby futures was good at times, with refiners brokers buying both December and January. The December delivery, nevertheless, widened to 50 points under May. This was partly due to the fact that the larger proportion of the new buying power was going into the May delivery, while the bulk of the fresh selling and hedging was also in the late months.

October Consumption Large.

A tightening in the crude oil situation, with reports of advancing seed prices in the South and an October consumption of 358,000 bbls., greatly ex-

ceeding all private estimates, were the chief factors. The impression gained ground rapidly that the large October distribution was not due to the ordinary channels of consumption but in part to absorption by the soap kettle. The large distribution recalled reports of two weeks or so ago that soapers were using cotton oil to some extent.

The fact that tallow held rather firmly, with extra, New York, quoted at $9\frac{1}{4}$ @ $9\frac{1}{2}$ c and tallow supplies scarce, created the impression that consumption of oil during November might again prove larger than anticipated. Whether or not soapers' use of cotton oil increased October consumption makes but little difference at this time. The fact remains that consumption for the first three months of the season totals 1,003,000 bbls. compared with 989,000 bbls. last year. The visible sup-

ply at 1,650,000 bbls. is about 229,000 bbls. smaller than on November 1 a year ago.

Another feature that came in for consideration was the detailed Government report on crude oil. This showed 427,829,833 lbs. produced from August 1 to October 31, the mills having on hand at the beginning of this month 80,308,919 lbs. For some time, reports have indicated that the mills were not selling crude but were holding and storing it. This was not confirmed by the Government figures which show that during the first three months the mills apparently moved 348,000,000 lbs. out of 428,000,000 lbs. produced. That this oil has moved without causing any undue pressure in the way of hedges on the New York market was more or less surprising.

Cash Trade Better.

Refining interests reported some improvement in cash trade following the Government report. Demand, it was said, was not general, but the trade has become so accustomed to reports of dullness in cash business that they received but scant consideration. The crude markets rallied from $7\frac{1}{2}$ c in the Southeast and Valley to $8\frac{1}{4}$ c bid, with sellers asking $8\frac{1}{2}$ c. Little or nothing was heard from Texas where the market nominally was quoted at $8\frac{1}{4}$ c.

The lard market backed and filled without getting very far in either direction the past week. Hogs were barely steady with the run to market somewhat larger than the previous week and at times running in excess of a year ago.

COTTONSEED OIL—Market transactions:

Friday, Nov. 9, 1928.

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			925 a	925
Nov.	100	935 935	935 a	975
Dec.	3000	975 972	972 a	974
Jan.	1400	982 980	980 a	982
Feb.			985 a	995
Mar.	3100	997 993	996 a	998
Apr.			1000 a	1010
May	6300	1014 1007	1013 a	1015
June			1017 a	1030

Total sales, including switches, 13,900 bbls. P. Crude S. E. $7\frac{1}{2}$ @ $8\frac{1}{2}$ c.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 15, 1928.—

Both crude and refined have advanced $\frac{1}{2}$ c per lb. since Tuesday's bullish October consumption report, notwithstanding the larger crop, with October seed receipts exceeding the same month last year by 237,000 tons. The market slightly easier today on increased offerings and lower hogs. November gin-nings and oil consumption will have important bearing on oil prices the balance of the season, as will also lard developments. In the meanwhile crude may again gradually decline to 8c, although current seed prices are on a 9c crude basis. Many believing the last crop estimate cannot be realized. Futures are steady, with little hedging, as oil price levels are still considered low being $\frac{3}{4}$ c per pound under a year ago.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 15, 1928.—

Crude has been in good demand today and mills in the Valley have been free sellers at $8\frac{1}{2}$ c. Forty-one per cent meal, \$44.00; loose hulls, \$10.00 f. o. b. Memphis.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The New Orleans Refined Cotton Seed Oil Market

offers every modern facility to the trade, carrying a large volume of business, with prompt and satisfactory executions.

Effective August 1, 1928, the charge for receiving, storing, sampling, weighing, fire insurance and certifying refined cotton seed oil for each contract of 30,000 pounds up to and including TEN contracts, will be \$18.00. For each additional contract, \$15.00.

Storage on each contract of 30,000 pounds shall be \$18.00 for the first month or fraction, commencing the day after date of warehouse receipt; thereafter, 50 cents per day.

There are five bonded and licensed storage yards.

The New Orleans contract is the only future contract in the world protected by an indemnity bond guaranteeing weight, grade and quality at time of delivery.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

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Cable Address: "Procter"

The Edward Flash Co.

29 Broadway
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, Nov. 10, 1928.

Spot	.....	900	a	.....
Nov.	.....	925	a	.....
Dec.	.....	200 972 970	a	.....
Jan.	.....	1400 982 982	a	.....
Feb.	.....	.....	985	a 1000
Mar.	.....	400 998 997	a	.....
Apr.	.....	.....	1000	a 1020
May	.....	400 1016 1014	a	1015 1017
June	.....	.....	1015	a 1040

Total sales, including switches, 2,400 bbls. P. Crude S. E. 7½c Bid.

Monday, Nov. 12, 1928.

HOLIDAY—No market.

Tuesday, Nov. 13, 1928.

Spot	.....	940	a	.....
Nov.	.....	950	a	1000
Dec.	.....	4500 1000 990	a	992 a
Jan.	.....	2800 1013 1002	a	1007 a 1009
Feb.	.....	.....	1007	a 1020
Mar.	.....	4500 1030 1019	a	1025 a 1028
Apr.	.....	.....	1030	a 1045
May	.....	8400 1046 1033	a	1041 a 1042
June	.....	.....	1043	a 1055

Total sales, including switches, 20,200 bbls. P. Crude S. E. 8½@8¼c.

Wednesday, Nov. 14, 1928.

Spot	.....	975	a	.....
Nov.	.....	975	a	1025
Dec.	.....	3700 1004 1000	a	1004 a
Jan.	.....	3000 1028 1015	a	1025 a
Feb.	.....	.....	1027	a 1038
Mar.	.....	5300 1044 1030	a	1044 a 1043
Apr.	.....	.....	1047	a 1055
May	.....	7500 1058 1049	a	1058 a 1057
June	.....	.....	1063	a 1075

Total sales, including switches, 19,500 bbls. P. Crude S. E. 8¼c Bid.

Thursday, Nov. 15, 1928.

Spot	.....	975	a	1025
Nov.	.....	970	a	.....
Dec.	.....	1006 997	a	.....
Jan.	.....	1023 1015	a	.....
Feb.	.....	.....	1015	a 1027
Mar.	.....	1040 1028	a	1029 a 1030
Apr.	.....	.....	1040	a 1042
May	.....	1054 1045	a	.....
June	.....	.....	1048	a 1055

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for 3 months ending October 31, 1928, compared to a year ago, is reported by the U. S. Census Bureau as follows:

State	COTTONSEED RECEIVED, CRUSHED, AND ON HAND (Tons).		Crushed		On hand at mills	
	Rec'd. at mills*	Aug. 1 to Oct. 31.	1928	1927	1928	1927
United States	2,558,312	2,573,207	1,397,700	1,608,586	1,162,175	1,054,406
Georgia	100,402	257,118	120,582	183,802	49,294	73,098
Louisiana	132,100	109,174	68,331	67,590	63,895	52,312
Mississippi	352,094	325,769	164,536	188,086	191,557	150,554
Texas	1,007,921	985,743	535,485	596,560	485,230	428,114
All other	26,251	27,974	14,923	18,744	11,328	9,255

*Includes seed destroyed at mills but not 21,972 tons and 89,784 tons on hand Aug. 1, nor 19,017 tons and 19,575 tons reshipped for 1928 and 1927, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item	Season	On hand		Produced		Shipped out		On hand	
		Aug. 1.	Oct. 1.	Aug. 1 to Oct. 1.	Aug. 1 to Oct. 1.	Aug. 1 to Oct. 1.	Aug. 1 to Oct. 1.	Oct. 1.	Oct. 1.
Crude oil	1928-29	*20,350,682	427,829,833	361,487,468	123,167,046	143,788,662	123,167,046	143,788,662	123,167,046
(pounds)	1927-28	16,296,641	404,084,111	401,247,786	143,788,662	123,167,046	143,788,662	123,167,046	143,788,662
Refined oil	1928-29	135,993,223	285,821,683	.....	.....	.....	.....	.....	.....
(pounds)	1927-28	378,612,700	327,735,245	.....	.....	.....	.....	.....	.....
Cake and meal	1928-29	32,648	625,633	534,085	124,194	179,438	124,194	179,438	124,194
(tons)	1927-28	63,632	716,977	601,151	179,438	124,194	179,438	124,194	179,438
Hulls	1928-29	29,291	384,053	290,748	125,084	248,223	125,084	248,223	125,084
(tons)	1927-28	168,045	458,111	377,804	248,223	125,084	248,223	125,084	248,223
Linters, (Running	1928-29	43,994	282,776	179,362	147,406	147,406	147,406	147,406	147,406
bales)	1927-28	46,177	284,050	191,643	188,394	188,394	188,394	188,394	188,394
Hull fiber	1928-29	2,775	13,580	13,343	3,013	3,013	3,013	3,013	3,013
(500-lb. bales)	1927-28	21,930	15,790	15,598	22,123	22,123	22,123	22,123	22,123
Grabbots, notes, etc.	1928-29	1,903	9,825	4,493	7,255	7,255	7,255	7,255	7,255
(500-lb. bales)	1927-28	1,842	9,523	4,726	6,046	6,046	6,046	6,046	6,046

*Includes 3,663,476 and 9,828,971 pounds held by refining and manufacturing establishments and 3,290,652 and 33,029,155 pounds in transit to refiners and consumers August 1, 1928, and October 31, 1928, respectively.

†Includes 7,594,021 and 3,303,000 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 10,166,451 and 7,488,709 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1928, and October 31, 1928, respectively.

**Produced from 310,197,882 pounds crude oil.

See page 43 for later markets.

LARD OIL—Demand was limited and mostly for small lots for immediate requirements. The tone was steady, with edible quoted at 16¼c; extra winter, 14¼c; extra, 13½c; extra No. 1, 13¼c; No. 1, 12¼c; No. 2, 12¼c.

NEATSFOOT OIL—Demand was moderate. Offerings were limited and prices generally steady. At New York, pure was quoted at 15¼c; extra, 13¼c; No. 1, 12¼c; cold test, 19c.

GREASES—The situation in the grease market in the East was without particular change the past week. Demand was fair to good, but buyers were unwilling to meet sellers' views, while the latter were not pressing sales and were holding firmly. With a better tone in tallow and steadiness in other soaps' materials, the seller felt that he had the edge. As a result a moderate volume of business steadied prices. Demand for the lower grades of greases was rather quiet. In some quarters stocks of the latter are said to be accumulating. Demand for choice white for export was particularly quiet.

At New York, choice house was quoted at 8¼c; choice yellow, 8½c; A white, 9c; B white, 8¼c; choice white, 10@11c.

At Chicago, a good demand for choice white grease and a firm market was reported, while a fairly good movement was noted in medium and lower grade stocks. Brown was quoted at 7½c; yellow, 8½@8¼c; B white, 8½@8¼c; A white, 8¼c; choice white, 9c.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, November 1, 1928, to November 14, 1928, none.

HULL OIL MARKET.

Hull, England, November 15, 1928.—(By Cable).—Refined cottonseed oil, 34s; crude cottonseed oil, 30s 6d.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products heavy of a tone the latter part of the week due to scattered commission house selling and poor support except from shorts. Hog run heavy; fair trade; sentiment mixed. Chicago lard stocks decreased 9,682,000 for first half November.

Cottonseed Oil.

Cotton oil active due to mixed commission house trade. There was considerable realizing. Hedge pressure checked upturns, but offerings dried up on moderate natural reactions. Refiners and brokers are supporting nearby. Southeast valley crude sold 8½c; Texas, 8¼c. Cash trade moderate; sentiment divided, but pressure from new crop at New York remains disappointingly light.

Quotations on cottonseed oil at New York, Friday noon were: Nov. \$9.60@10.25; Dec., \$10.00@10.05; Jan., \$10.12@10.18; Feb., \$10.14@10.30; Mar., \$10.28@10.32; Apr., \$10.32@10.45; May, \$10.46@10.48; June, \$10.50@10.62.

Tallow.

Tallow, extra, 9¼@9½c.

Stearine.

Stearine, oleo, 11c, asked.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 15, 1928.—Lard prime western, \$12.30@12.40; middle western, \$12.10@12.20; city, 11½@11¾c; refined continent, 13¼c; South American, \$14.00; Brazil kegs, \$15.00; compound 11¾c.

Do you watch the "Wanted" page for business opportunities?

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Nov. 15, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$23.00@24.00	\$23.50@25.50	\$24.50@26.50	\$25.00@26.00
Good	21.00@23.00	21.00@23.50	22.00@24.50	21.00@23.00
STEERS (550-700 lbs.):				
Choice	24.00@25.50		25.00@27.00	25.00@27.00
Good	22.00@24.00		22.50@25.00	21.00@23.50
STEERS (500 lbs. up):				
Medium	18.00@22.00	18.50@21.00	18.00@22.00	18.00@21.00
Common	16.00@18.00	17.00@18.50	16.00@18.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	25.00@26.50		26.00@27.50	
Good	23.00@25.00		24.50@26.00	
Medium	19.50@23.00			
COWS:				
Good	16.00@18.00	16.50@17.50	16.50@18.00	17.00@18.00
Medium	14.50@16.00	15.50@16.50	15.00@16.50	16.00@17.00
Common	13.50@14.50	14.50@15.50	14.00@15.00	14.50@15.50
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice	23.00@24.00	25.00@27.00	25.00@27.00	24.00@25.00
Good	21.00@23.00	22.00@25.00	23.00@25.00	23.00@24.00
Medium	19.00@21.00	20.00@22.00	20.00@23.00	20.00@22.00
Common	17.00@19.00	18.00@20.00	18.00@20.00	16.00@19.00
CALF (2) (3):				
Choice	19.00@21.00			
Good	17.00@19.00	18.00@19.00	18.00@20.00	19.00@20.00
Medium	15.00@17.00	16.00@18.00	15.00@17.00	16.00@18.00
Common	13.00@15.00	15.00@16.00	14.00@16.00	13.00@15.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	23.00@25.00	24.00@25.00	24.00@25.00	23.00@25.00
Good	22.00@24.00	23.00@24.00	22.00@24.00	22.00@23.00
Medium	20.00@22.00	21.00@23.00	21.00@23.00	20.00@22.00
Common	18.00@20.00	18.00@21.00	18.00@21.00	18.00@20.00
LAMB (30-35 lbs.):				
Choice	23.00@25.00	23.00@25.00	24.00@25.00	23.00@24.00
Good	22.00@24.00	22.00@24.00	22.00@24.00	22.00@23.00
Medium	20.00@22.00	20.00@22.00	21.00@23.00	20.00@22.00
Common	18.00@20.00		18.00@21.00	
LAMB (40-55 lbs.):				
Choice	22.00@23.00	22.00@23.00	21.00@23.00	20.00@22.00
Good	21.00@22.00	21.00@22.00	20.00@21.00	18.00@20.00
MUTTON (Ewe) 70 lbs. down:				
Good	12.00@13.00	11.00@13.00	12.00@13.00	12.00@13.00
Medium	10.00@12.00	9.00@11.00	10.00@12.00	11.00@12.00
Common	8.00@10.00	8.00@9.00	8.00@10.00	9.00@11.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.00@22.00	22.00@24.00	23.00@26.00	22.00@24.00
10-12 lbs. av.	20.00@21.50	22.00@24.00	22.50@25.00	22.00@24.00
12-15 lbs. av.	19.00@20.50	21.00@23.00	22.00@24.00	21.00@23.00
16-22 lbs. av.	16.50@17.50	20.00@22.00	18.00@21.00	17.00@20.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	15.00@16.00		15.00@18.00	16.00@18.00
PICNICS:				
6-8 lbs. av.		15.50@16.50		15.50@17.00
BUTTS Boston Style:				
4-8 lbs. av.	16.00@18.00		19.00@21.00	17.50@20.00
SPARE RIBS:				
Half Sheets	15.00@17.00			
TRIMMINGS:				
Regular	11.00@11.50			
Lean	10.00@11.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, November 16, 1928.—General provision market continues very dull, with present supply in excess of the demand. Very limited trade of A. C. hams and picnics, square shoulders weak, pure lard fair.

Today's prices are as follows: Liverpool shoulders, square, 76s; hams, American cut, 104s; hams, long cut, 110s; Cumberland cut, 79s; short backs, 85s; picnics, 58s; bellies, clear, 82s; Canadian, 102s; spot lard, 62s 6d; Wilshire, none.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 17, 1928, show exports from the country were as follows: To England, 64,732 quarters; to the Continent, 16,127; others, none.

Exports of the previous week were as follows: To England 186,973 quarters, to the Continent, 4,644; others, none.

ARMOUR QUARTERLY DIVIDEND.

The board of directors of Armour and Company met today and declared quarterly dividends of \$1.75 per share on the company's preferred stock. The dividends are payable January 2 to stockholders of record December 10.

"Our fiscal year ended October 27," said Mr. White following the meeting, "and as it takes many weeks to compile final figures on a year's business it is not yet possible to tell just what our results were during 1928. There is no question, however, but what in a general way the past year was more satisfactory from the standpoint of earnings than 1927."

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended Nov. 8, 1928.

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Nov. 8.	Prev. week.	Same week, 1927.
Toronto	\$10.50	\$ 9.25	\$ 9.10	
Montreal	10.00	10.00	7.75	
Winnipeg	9.00	8.50	8.00	
Calgary	8.75	8.50	8.50	
Edmonton	9.00	8.25	7.50	
Pr. Albert	8.00		8.00	
Moose Jaw	8.60	8.00	8.00	
Saskatoon	7.50	7.50		

VEAL CALVES.

	\$15.50	\$15.00	\$15.00
Toronto	14.00	14.00	12.50
Montreal	13.00	13.00	10.00
Winnipeg	9.50	9.00	8.50
Calgary	11.00	11.00	10.00
Edmonton	10.00	10.00	7.50
Pr. Albert	11.00	11.00	8.00
Moose Jaw	9.50	10.00	
Saskatoon			

SELECT BACON HOGS.

	\$10.25	\$10.50	\$ 9.00
Toronto	10.50	10.75	9.50
Montreal	9.40	9.90	8.75
Winnipeg	9.50	9.50	8.90
Calgary	9.00	9.50	8.90
Edmonton	9.50	9.75	8.25
Pr. Albert	9.15	9.65	8.65
Moose Jaw	9.25	9.75	
Saskatoon			

GOOD LAMBS.

	\$11.75	\$12.00	\$12.00
Toronto	11.00	11.50	11.25
Montreal	11.50	11.00	10.75
Winnipeg	11.00	11.00	11.50
Calgary	11.00	11.00	11.50
Edmonton	9.50	9.50	10.00
Pr. Albert	11.00	10.85	11.00
Moose Jaw	10.50	10.50	
Saskatoon			

Proposed Market Classes and Grades of Butcher and Country Hides

(These are the tentative classifications proposed by the U. S. Bureau of Agricultural Economics for consideration of packers, tanners and the hide trade generally. The proposed classes and grades of cured packer hides were published in the Nov. 3 issue of THE NATIONAL PROVISIONER, together with a general statement of the uniform standard definitions suggested by the government. Proposed market grades of green packer hides were published in the Nov. 10 issue. Proposed classes and grades of kips, calfskins, etc., will appear in later issues.)

Cured.

Pattern—Perfect; imperfect.

Selection—Unbranded; side, butt or shoulder, or side and butt branded.

Class—Unbranded steers, cows, bulls and stags; side, butt or shoulder, or side and butt branded steers, cows, bulls and stags.

Sub-Class—Unbranded spready, regular and plump steers; unbranded spready, regular and plump cows; unbranded spready, regular and plump stags and bulls. Branded regular and plump steers; branded regular and plump cows; branded regular and plump bulls and stags.

Weight—Unbranded spready steers, 60 lbs. and up; unbranded regular steers, 60 lbs. and up and 45 to 60 lbs.; unbranded plump steers, 25 to 45 lbs. Unbranded spready cows, 55 lbs. and up; unbranded regular cows, 55 lbs. and up and 45 to 55 lbs.; unbranded plump cows, 25 to 45 lbs. Unbranded spready bulls and stags, 60 lbs. and up; unbranded regular bulls and stags, 60 lbs. and up; unbranded plump bulls and stags, 25 to 60 lbs.

Branded regular steers, 60 lbs. and up and 50 to 60 lbs.; branded plump steers, 25 to 60 lbs.; branded regular cows, 55 lbs. and up; branded plump cows, 25 to 55 lbs. Branded regular bulls and stags, 60 lbs. and up; branded plump bulls and stags, 25 to 60 lbs.

Grades—Cured butcher and country hides are divided into four grades designated one, two, three and four. Grades one and two are unbranded hides; grades three and four, branded hides.

Sub-grade—Each grade of unbranded and branded hides is further divided into two sub-grades designated as A and B.

Grade Factors—ONE A (Unbranded). Bright color on flesh side; sound firm fiber and tight grain; salted with new, clean salt; free of cuts, scores and salt stains; free of grub holes; no dragged, rubbed, scratched or sore area on hair side to damage grain; no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

ONE B (Unbranded). Bright color on flesh side; sound, firm fiber and tight grain; salted with new, clean salt; free of salt stains; one to five cuts or scores, or one small dragged area on hair side where grain is damaged, or one small rubbed area on hair side where grain is damaged, or not more than three scratched areas on hair side where grain is damaged, or one small sore area on hair side where grain is damaged, or five or more grub holes, or no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

TWO A (Unbranded). Dull or dark color on flesh side, or salted with used

or dirty salt, or salt stained, or loose grain but not hair slipped; free of cuts or scores; free of grub holes; no dragged, rubbed, scratched or sore area on hair side to damage grain; no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

TWO B (Unbranded). Dull or dark color on flesh side, or salted with used or dirty salt, or salt stained, or loose grain but not hair slipped, or one to five cuts or scores, or one small hair slip, or one small dragged area on hair side where grain is damaged, or one small rubbed area on hair side where grain is damaged, or not more than three scratched areas on hair side where grain is damaged, or one small sore area on hair side where grain is damaged, or five or more grub holes, or no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

THREE A (Branded). Two to four small hair slips, or five to eleven cuts or scores, or two to four dragged areas on hair side where grain is damaged, or two to four rubbed areas on hair side where grain is damaged, or four or more scratched areas on hair side where grain is damaged, or two or more sore areas on hair side where grain is damaged, or evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

THREE B (Branded). Having more than one of the defects mentioned in Grade Three A.

FOUR A (Branded). Badly hair slipped, or eleven or more cuts or scores, or badly dragged on hair side where grain is damaged, or badly rubbed on hair side where grain is damaged, or damaged by fire or water, or heat caused by fire.

FOUR B (Branded). Having more than one of the defects mentioned in Grade Four A.

Green.

Pattern—Perfect; imperfect.

Selection—Unbranded; side, butt or shoulder, or side and butt branded.

Class—Unbranded steers, cows, stags and bulls; side, butt or shoulder, or side and butt branded steers, cows, bulls and stags.

Sub-Class—Unbranded spready, regular and plump steers; unbranded spready, regular and plump cows; unbranded spready, regular and plump bulls and stags. Branded regular and plump steers; branded regular and plump cows; branded regular and plump bulls and stags.

Weight—Unbranded spready steers, 60 lbs. and up; unbranded regular steers 60 lbs. and up and 45 to 60 lbs.; unbranded plump steers, 25 to 45 lbs. Unbranded spready cows, 55 lbs. and up; unbranded regular cows, 55 lbs. and up and 45 to 55 lbs.; unbranded plump cows, 25 to 45 lbs. Unbranded spready bulls and stags, 60 lbs. and up; unbranded regular bulls and stags, 60 lbs. and up; unbranded plump bulls and stags, 25 to 60 lbs.

Branded regular steers, 60 lbs. and up and 50 to 60 lbs.; branded plump steers, 25 to 50 lbs. Branded regular cows, 55 lbs. and up; branded plump

cows, 25 to 55 lbs. Branded regular bulls and stags, 60 lbs. and up; branded plump bulls and stags, 25 to 60 lbs.

Grades—Green butcher and country hides are divided into four grades designated one, two, three and four. Grades one and two are unbranded hides and grades three and four are branded hides.

Sub-grade—Each grade of unbranded and branded hides is further divided into two sub-grades designated as A and B.

Grade Factors—ONE A. (Unbranded). Bright color on flesh side; sound, firm fiber and tight grain; free of cuts and scores; free of grub holes; no dragged, rubbed, scratched or sore area on hair side to damage grain; no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

ONE B (Unbranded). Bright color on flesh side; sound, firm fiber and tight grain; one to five cuts or scores, or one small dragged area on hair side where grain is damaged, or one small rubbed area on hair side where grain is damaged, or not more than three scratched areas on hair side where grain is damaged, or one small sore area on hair side where grain is damaged, or five or more grub holes, or no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

TWO A (Unbranded). Dull or dark color on flesh side, or loose grain but not hair slipped; free of cuts or scores; free of grub holes; no dragged, rubbed, scratched or sore area on hair side to damage grain; no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

TWO B (Unbranded). Dull or dark color on flesh side, or loose grain but not hair slipped, or one to five cuts or scores, or one small hair slip, or one small dragged area on hair side where grain is damaged, or one small rubbed area on hair side where grain is damaged, or not more than three scratched areas on hair side where grain is damaged, or one small sore area on hair side where grain is damaged, or five or more grub holes, or no evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

THREE A (Branded). Two to four small hair slips, or five to eleven cuts or scores, or two to four dragged areas on hair side where grain is damaged, or two to four rubbed areas on hair side where grain is damaged, or four or more scratched areas on hair side where grain is damaged, or two or more sore areas on hair side where grain is damaged, or evidence of ticks, lice, cattle scab or any skin disease known to bovine animals.

THREE B (Branded). Having more than one of the defects mentioned in Grade Three A.

FOUR A (Branded). Badly hair slipped, or eleven or more cuts or scores, or badly dragged on hair side where grain is damaged, or badly rubbed on hair side where grain is damaged, or damaged by fire or water, or heat caused by fire.

FOUR B (Branded). Having more than one of the defects mentioned in Grade Four A.

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Hide and Skin Markets

Chicago.

PACKER HIDES — Market strong and active on native hides, with a total of over 200,000 hides reported moving since last Saturday. Trading opened up in light native cows at the close of last week, with more moving early this week, followed by a good movement of heavy native cows, leaving these selections in a much better position; an advance of $\frac{1}{2}$ c was paid for heavy native cows over last week's bid price, while light native cows sold steady with price obtained for one car last week. Heavy native steers and extreme native steers sold steady. Most of the movement was October hides, with a few Septembers and Novembers included.

Branded hides are strong and bids were advanced here $\frac{1}{2}$ c on heavy branded hides. One packer moved branded production of a Canadian plant at 1c higher, late this week. The movement of a good quantity of bulls also featured the market.

South American market reported firm, with sales of Argentine steers at 48.75 late this week, equal to 22 $\frac{1}{2}$ c New York.

Spread native steers quoted nominally 24@24 $\frac{1}{2}$ c. About 8,000 heavy native steers sold at 22 $\frac{1}{2}$ c, steady. Some 11,000 extreme native steers sold at 20c, also steady, and more wanted at this figure; one packer reports a late sale at slightly better than 20c, details confidential.

Butt branded steers quoted 20c bid and 20 $\frac{1}{2}$ c asked. Colorados 18 $\frac{1}{2}$ c bid at Chicago; however, one packer moved October production of a Canadian plant, about 6,000 hides, at 19 $\frac{1}{2}$ c late this week, or 1c over bids here. Heavy Texas steers 20c bid, 20 $\frac{1}{2}$ c asked. Light Texas steers 18 $\frac{1}{2}$ c bid and 19 $\frac{1}{2}$ @20c asked. Extreme light Texas steers could be sold at 18c but declined.

Heavy native cows to the number of 40,000 moved at 21c, or $\frac{1}{2}$ c over last week's bid price. Light native cows moved in a big way, a total of about 120,000 being confirmed at 19 $\frac{1}{2}$ c between Saturday and middle of this week. One packer reports bid of 18c for branded cows declined.

Bulls moved in a big way, three packers being credited with sales of 25,000; September and October native bulls sold at 14c; the branded bulls dated back into summer salting and sold at 13 $\frac{1}{2}$ c for southern and 12 $\frac{1}{2}$ c for northern.

SMALL PACKER HIDES — Small packer hide market firm, in sympathy with big packer market. Last trading locally was at 19c for November all-weight native steers and cows and 17 $\frac{1}{2}$ c for branded; these prices since repeatedly declined by two local killers still holding November hides. Some outside lots reported moving recently at $\frac{1}{2}$ c less. One local killer reports a bid of 19 $\frac{1}{2}$ c for natives late this week. One small packer moved 600 slunks, at \$1.60 for regulars and 55c for hairless.

In the Pacific Coast market two packers sold 65,000 hides late this week, September-October take-off, at 17 $\frac{1}{2}$ c for steers and 17c for cows, a full cent advance.

HIDE TRIMMINGS — Market about unchanged; last trading in big packer

trimmings was at \$35.00, with small packers' take-off quoted around \$31.00.

COUNTRY HIDES — Country hide market fairly active and stronger, following the movement of packer hides. All-weights have sold at 16c, selected, delivered, with earlier sales at 15 $\frac{1}{2}$ c; now asking up to 16 $\frac{1}{2}$ c. Heavy steers and cows sold at 15 $\frac{1}{2}$ c. Good 45/60 lb. buff weights sold at 16c and this is called top by buyers, although some ask 16 $\frac{1}{2}$ c. Good 25/45 lb. extremes sold early at 18c, followed by a few choice lots at 18 $\frac{1}{2}$ c, but buyers claim 18c top price. Bulls quoted 11 $\frac{1}{2}$ @12c, selected. All-weight branded quoted 14@14 $\frac{1}{2}$ c, less Chicago freight.

CALFSKINS — Another advance of 1c was paid for packer calf when one killer moved a car or two of November calf for export late this week at 29c.

First salted Chicago city calf last sold at 24 $\frac{1}{2}$ c, but this was too far back to be a market criterion; some offered at 27c. Outside cities quoted around 25c. Mixed cities and countries around 22@23c.

KIPSKINS — Packer kipskins active. One packer sold October kips late last week, some at 25c and one lot at 25 $\frac{1}{2}$ c for northern natives; this was followed by the sale of 13,000 September and October kips this week by another packer at 25c for northern natives, 24c for over-weights and 21c for branded. A third packer moved 7,000 over-weights at 24c for northern and 23c for southern, and 5,000 September-October branded kips at 22 $\frac{1}{2}$ c; another lot of branded kips also moved at 22 $\frac{1}{2}$ c.

First salted Chicago city kips sold quietly at 23 $\frac{1}{2}$ c and 24c now asked. Outside cities quoted around 23c. Mixed cities and countries 19 $\frac{1}{2}$ @20c.

Big packer regular slunks last sold at \$1.75; hairless quoted around 60c.

HORSEHIDES — Market firm, with straight renderers \$6.50@7.00 asked, while some slaughter hides reported sold at \$7.50. Ordinary mixed lots range \$5.50@6.00.

SHEEPSKINS — Dry pelts quoted 25 @27c per lb., according to section. One big packer moved a car of shearlings at \$1.60, running practically all No. 1's, and another car sold ahead at this figure; some No. 2 shearlings reported sold at \$1.25. Fall clip pelts sold at \$2.10. Pickled skins quoted \$9.00@9.25 at both Chicago and New York for straight run of packer lamb, although some talk up to \$9.50; still sold ahead in some directions, resulting in lack of interest by those houses. Small packer lamb pelts last sold at \$1.85 for late slaughter.

PIGSKINS — No. 1 pigskin strips quoted around 10c for big packer take-off, although one trade reported at 10 $\frac{1}{2}$ c; small packers range down to 9c. Gelatine stocks last sold at 5c; market quiet.

New York.

PACKER HIDES — Market strong, in sympathy with the western market, but no further trading reported as yet. Bids of 19 $\frac{1}{2}$ c repeatedly declined for October butt brands and 18 $\frac{1}{2}$ c for Colorados; heavy native steers nom-

inally 22 $\frac{1}{2}$ c; bulls quoted around 13 $\frac{1}{2}$ @14c.

COUNTRY HIDES — More activity reported in the country market, with slightly better prices realized. Sales of buff weights reported at 16c and 25/45 lb. extremes at 18c. More offerings coming out on the firmer market.

CALFSKINS — Market active and higher. Sales of 12,000 5-7's reported at \$2.30 and later \$2.35, or 10c up; 10,000 7-9's sold at \$2.80, a like advance; last trading in 9-12's was at \$3.50 but higher now asked. The 12-17 lb. veal kips are quoted around \$4.00@4.10; one car 12-17 buttermilk kips sold at \$3.80 and \$3.85, and a car of heavy 17-lb. and up kips sold at \$5.25.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 10, 1928, 3,462,000 lbs.; previous week, 4,086,000 lbs.; same week, 1927, 3,921,000 lbs.; from January 1 to November 10, 1928, 174,043,000 lbs.; same period, 1927, 193,363,000 lbs.

Shipments of hides from Chicago for the week ended November 10, 1928, 3,993,000 lbs.; previous week, 3,966,000 lbs.; same week, 1927, 4,858,000 lbs.; for period Jan. 1 to Nov. 10, 1928, 361,000 lbs.; same period, 1927, 222,630,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotation on hides at Chicago for the week ended Nov. 16, 1928, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Nov. 16, '28.	Prev. week.	Cor. week, 1927.
Spr. nat. str. 24	@24 $\frac{1}{2}$ n 24	@24 $\frac{1}{2}$ n 25	@25 $\frac{1}{2}$ n
Hvy. nat. str.	@22 $\frac{1}{2}$	@22 $\frac{1}{2}$ 24b	@24 $\frac{1}{2}$ ax
Hvy. Tex. str.	20b@20 $\frac{1}{2}$ ax	@19 $\frac{1}{2}$ b	@23 $\frac{1}{2}$
Heavy butt			
brnd'd str. 20b	@20 $\frac{1}{2}$ ax	@19 $\frac{1}{2}$ b 23b	@23 $\frac{1}{2}$ ax
Hvy. Col. str. 18 $\frac{1}{2}$	@19 $\frac{1}{2}$	@18 $\frac{1}{2}$ b	@23
Ex-light Tex. str.	@20b	@17 $\frac{1}{2}$ b	@21 $\frac{1}{2}$ ax
Brnd'd cows 17 $\frac{1}{2}$	@18b	@17 $\frac{1}{2}$ b	@21 $\frac{1}{2}$ ax
Hvy. nat. cows	@21	20 $\frac{1}{2}$ b@21ax	@22 $\frac{1}{2}$
Lt. nat. cows	@19 $\frac{1}{2}$	19 @19 $\frac{1}{2}$ 21 $\frac{1}{2}$ b@22ax	@22 $\frac{1}{2}$
Nat. bulls...	@14	13 $\frac{1}{2}$ @14n	17 $\frac{1}{2}$ @18n
Brnd'd bulls 12 $\frac{1}{2}$	@13 $\frac{1}{2}$	@13n	16 @16 $\frac{1}{2}$ n
Calfskins...	@23	@23	@23ax
Kips, nat. 25	@25 $\frac{1}{2}$	@25	@26ax
Kips, ov-wt.	@24	@24	@26ax
Kips, brnd'd	@22 $\frac{1}{2}$	@23n	@24ax
Slunks, reg.	@1.75	@1.75	1.50@1.75ax
Slunks, hrls.	@60n	@60n	@1.05ax
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts. 19	@19 $\frac{1}{2}$ b	@19	21 $\frac{1}{2}$ @22n
Branded ...	@17 $\frac{1}{2}$ b	@17 $\frac{1}{2}$	@21b
Nat. bulls ... 12 $\frac{1}{2}$	@13n	@12 $\frac{1}{2}$ b	@17 $\frac{1}{2}$ ax
Brnd'd bulls 11 $\frac{1}{2}$	@12n	@11 $\frac{1}{2}$ n 15	@15 $\frac{1}{2}$ n
Calfskins ... 20 $\frac{1}{2}$	@21ax	24 $\frac{1}{2}$ @26ax	@25
Kips ...	@23 $\frac{1}{2}$	@23	@24ax
Slunks, reg.	@1.60	@1.55	1.50@1.60
Slunks, hrls.	@55	@55	80 @95

COUNTRY HIDES.			
Hvy. str. ...	@15 $\frac{1}{2}$	14 $\frac{1}{2}$ @15	@18
Hvy. cows ...	@15 $\frac{1}{2}$	14 $\frac{1}{2}$ @15	@18
Bufs ... 16	@16 $\frac{1}{2}$	15 @15 $\frac{1}{2}$	19 @19 $\frac{1}{2}$
Extremes ... 18	@18 $\frac{1}{2}$	17 @17 $\frac{1}{2}$	20 $\frac{1}{2}$ @21 $\frac{1}{2}$ ax
Bulls ... 11 $\frac{1}{2}$	@12	11 @11 $\frac{1}{2}$	13 $\frac{1}{2}$ @14 $\frac{1}{2}$
Calfskins ...	@20n	19 @20n	@20n
Kips ...	@19n	17 $\frac{1}{2}$ @18 $\frac{1}{2}$ n	19 $\frac{1}{2}$ @20n
Light calf. ... 1.35	@1.50	1.35@1.50	1.25@1.35
Deacons ... 1.35	@1.50	1.35@1.50	1.25@1.35
Slunks, reg. 75	@90	75 @90	75 @1.00n
Slunks, hrls. 25	@30	25 @30	20 @20n
Horsehides ... 5.50	@7.50	5.50@6.50	6.50@7.75
Hogskins ... 70	@80	70 @80	@75

SHEEPSKINS.			
Pkr. lambs. ....	.....	.....	2.00@2.50
Sml. pkr. lambs.	@1.85	@1.85	.....
Pkr. shearings.	@1.60	1.60@1.95	1.15@1.25
Dry pelts. 25	@27	25 @27	25 @28

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia."

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Nov. 15, 1928.

CATTLE—Compared with a week ago, all grades of weighty steers are unevenly higher. The supply of such kinds was very scarce, last week's break abridging run on kinds scaling 1,200 lbs. upward. Light steers and yearlings were unevenly weak to 50c lower, mostly 25c off; native and western grass steers, steady; butcher heifers, 50@75c lower; fat cows and bulls, 25@50c off; cutters, weak to 25c lower; vealers, steady. Steer trade, to large extent, was a specialty affair, but outstanding weighty steers got better action than prime yearlings. Bullocks, 1,392 lb., reached \$18.00; prime yearlings, \$18.00; most weighty steers with finish, \$17.00@17.40; short feds, \$13.50@15.00; most light steers and yearlings, \$13.00@15.50; liberal supply grassy light steers, \$11.00@12.50.

HOGS—The sharp increase in receipts, both locally and around the market circle in comparison with both a week ago and the same week of last year, was the principal factor responsible for the sharp price break. In comparison with a week ago, the market is 25@40c lower, and for the first time since early last April the top touched the \$9.00 mark. On today's market, the bulk of the good and choice hogs scaling from 170 to 340 lbs. sold from \$8.85

@9.00; similar grades of 140 to 160 lb. weights, \$8.40@8.75; pigs, \$8.00@8.50; bulk packing sows, \$8.10@8.25; smooth sows on the butcher order, \$8.35; stags, \$7.25@8.00.

SHEEP—Under the influence of a burdensome and depressed dressed trade, fat lambs declined mostly 50@75c, with spots off more, while fat sheep, under a very light supply, sold practically steady. After selling upward to \$14.10 on the week's opening day, the gradual downward trend brought the extreme fat lamb top to \$13.60, with closing rounds seeing the bulk of the sorted native and fed western lambs at \$13.25. Odd loads and lots of plainer kinds sold at \$12.00@13.00. Native throwouts declined around 50c, selling late mostly at \$10.00@10.50. The few desirable fat ewes bulked at \$6.00@6.50, with best kinds at \$6.75 and a fair proportion being in thin flesh condition at \$3.50 to \$4.50. Odd loads of fat yearlings sold at \$10.75@11.00 for better kinds.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nov. 15, 1928.

CATTLE—Fed steers and yearlings were slow all week with the price tendency towards lower levels, short fed medium weights and weighty steers declining 25@40c for the week, while

yearlings and the better grades all weights closed steady to 25c lower. Heifers show a decline of 25@50c, while cows held close to steady. Veal prices advanced 50c@1.00, with the practical top \$14.00. A few sold to independents, \$14.50@15.00. Best fed yearling steers, \$16.75.

HOGS—Increased receipts resulted in a lower trend to prices in the hog division, and comparisons Thursday with Thursday uncovers a net loss of 15@20c. Thursday's bulk 200-340 lb. butchers, \$8.65@8.90; top, \$8.90.

SHEEP—Lamb prices have been under pressure through most of the period, although towards the close there was a slight reaction traceable to curtailment of receipts. Comparisons Thursday with Thursday uncovers a net loss of 50c. Fat sheep are weak to 25c lower. Thursday's bulk of fat woolled lambs cashed at \$12.75@13.00; top, \$13.00; fed clipped lambs, \$11.50@12.00; fat ewes, \$5.50@6.60.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Nov. 15, 1928.

CATTLE—Increased receipts of cattle, most of which were short fed steers, reflected a weaker undertone in the trade and most classes suffered declines of 25@50c as compared with a week ago. Strictly choice light weight fed steers and yearlings were scarce, and the few offered held around steady. Fat heifers closed at 15@25c lower levels, while the better grades of cows and

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cutters are strong to 25c higher. Medium slaughter cows held steady. No change was registered in bull prices. Vealers are \$1.00@1.50 lower with the late top at \$13.50. Choice yearlings scored \$17.00 for the week's top. Several loads of choice light steers and yearlings made \$15.75@16.75, but the bulk of the short fed arrivals went from \$11.50@13.50.

HOGS—A weak to lower trend in prices featured the hog trade for the week and final prices are unevenly 15@40c lower. Butcher grades averaging 200 lbs. and up are 30@40c off, while underweights and light hogs are 15@25c below a week ago. The late top rested at \$8.85 on choice 215-230 lb. weights. Packing grades are 25@35c off at \$7.50@8.10.

SHEEP—Heavier supplies, both locally and at other markets, was responsible for a 50@75c break in fat lamb prices during the week. On Monday's session best fed westerns sold at \$13.35. This was the extreme top. Bulk of the fat lambs for the week sold from \$12.75@13.25. Mature classes closed on a weak basis with best fat ewes selling at \$6.50 and the bulk going from \$5.75@6.40.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 15, 1928.

CATTLE—Low priced steers met favorable reception this week, while better descriptions received little attention. Compared with one week ago, low priced steers sold strong; others, 25c lower, with spots off more; heifers and mixed yearlings, 25c to mostly 50c lower; cows, all cutters and bulls, 25c higher; good and choice vealers, 25c lower. Tops for week: 985 lb. yearlings and 672 mixed yearlings, \$15.50; heifers, \$14.25; 1,128 lb. matured steers, \$14.00.

HOGS—Increased receipts prompted a decline in hog prices the current week. Compared with one week ago; butcher hogs, 25@35c lower, with pigs and packing sows mostly 25c off. Week top, \$9.35.

SHEEP—Compared with one week ago: Lambs, mostly 50c lower; aged sheep, steady. Increased marketing was the main bearish factor. Today's market mostly steady with yesterday. Bulk fat lambs, \$12.75@13.25. Week's top, to city butchers, \$14.00 paid Monday.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Nov. 14, 1928.

CATTLE—Reduced loadings prevented any downturn in killer values here this week, although the undertone to the trade was at all times bearish. Steers and yearlings sold largely at \$10.00@13.00 for shortfeds, a few finished offerings reaching \$15.00@17.00. She stock finished at \$7.25@8.50 for cows, \$8.50 to \$9.75 for heifers and from \$5.75@6.75 for cutters. Bulls, on a 25c upturn, sold at \$8.50@9.00 for the general run of sausage offerings. Veal-

ers scored a 50c advance, putting these on a \$14.00 bulk today.

HOGS—Declines of 40@60c on desirable lights and butchers placed these at \$8.65 mainly today, while sows, which are 75c off, sold mainly at \$7.75. Pigs and light lights at \$8.25 are 50c lower.

SHEEP—Fat lambs also suffered a sharp break, these ruling mostly 50c lower, with the bulk of the desirable offerings selling at \$12.75 today; heavies, \$10.50; culls, \$9.00. Sheep were unchanged, with desirable ewes at \$6.00 @6.25; cull and heavy offerings, \$2.50@5.00 according to condition.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Nov. 15, 1928.

CATTLE—Beef steer trade took a downward turn with prices 25@50c lower. The few choice lightweight steers and yearlings offered cashed steady. Butcher she stock, together with cutters and bulls, sold strong to 25c higher; vealers, unchanged. A load of 978 lb. yearling steers brought \$17.00, but fewer than a dozen loads were of quality to better \$14.00, and bulk of fed steers brought \$12.00@13.50. Southwest grassers, \$10.00@11.85. Top vealers, \$14.00.

HOGS—Hog values reacted to new low levels for the season, with the top at \$8.80 at the low time. The market finished at a 25c decline, with the top at \$8.85 and bulk of desirable offerings, 190 lb. and above, \$8.70@8.80. Packing sows showed a 50c decline; bulk, \$7.75 @8.00.

SHEEP—A dull, declining market found lambs at a \$12.90 top or the lowest of the year. Prices were 60c lower. This price was paid for fed westerns and also a few natives, most of the natives, however, going at \$12.50 and less. Aged sheep were little changed; top fat ewes, \$6.75.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended November 10, and comparative periods:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 10....	237,000	581,000	323,000
Week ago	294,000	583,000	511,000
1927	345,000	603,000	333,000
1928	387,000	631,000	349,000
1925	344,000	661,000	288,000
1924	441,000	975,000	359,000

At 11 markets:	Hogs.
Week ended Nov. 10	497,000
Previous week	504,000
1927	519,000
1928	568,000
1925	587,000
1924	892,000

At 7 markets:	*Cattle.	Hogs.	Sheep.
Week ended Nov. 10....	161,000	388,000	184,000
Previous week	219,000	386,000	311,000
1927	238,000	484,000	237,000
1928	301,000	492,000	220,000
1925	258,000	485,000	176,000
1924	316,000	701,000	203,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, Nov. 15, 1928, with comparisons:

	Week ended Nov. 15.	Prev. week.	Cor. week.
Armour & Company.....	10,527	6,901	10,522
Anglo-American Prov. Co.	5,027	5,603	5,828
Swift & Co.....	8,872	5,693	7,450
G. H. Hammond Co.....	4,884	3,291	4,877
Morris & Co.....	6,126	3,190	8,779
Wilson & Co.....	10,678	7,400	10,922
Boyd-Lunham Co.	4,046	2,996	4,542
Western Pkg. & Prov. Co.	8,800	10,757	11,320
Roberts & Onke.....	9,246	7,040	7,054
Miller & Hart.....	8,959	6,115	5,650
Independent Pkg. Co.....	4,111	2,678	4,495
Brennan Pkg. Co.....	6,962	7,644	6,350
Agar Pkg. Co.....	4,259	4,435	4,600
Total	92,497	70,243	92,488

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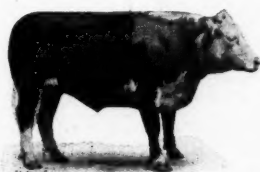
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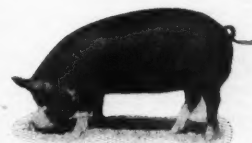
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RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 10, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	500	5,000	5,000
Kansas City	800	1,500	...
Omaha	500	2,500	...
St. Louis	600	4,000	250
St. Joseph	500	3,000	1,000
Sioux City	500	2,000	1,000
St. Paul	1,300	1,200	1,300
Oklahoma City	100	500	...
Fort Worth	900	500	100
Milwaukee	100	...	...
Denver	700	400	11,000
Louisville	200	400	100
Wichita	200	1,000	100
Indianapolis	100	5,000	800
Pittsburgh	100	2,800	800
Cincinnati	200	2,500	100
Buffalo	100	1,200	900
Cleveland	100	1,000	1,000
Nashville	100	300	100
Toronto	100	300	...

MONDAY, NOVEMBER 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	42,000	30,000
Kansas City	20,000	12,000	6,000
Omaha	13,000	10,000	15,000
St. Louis	6,500	16,500	1,000
St. Joseph	2,600	8,500	3,000
Sioux City	1,500	21,000	25,000
St. Paul	11,500	21,000	25,000
Oklahoma City	1,200	1,800	...
Fort Worth	6,500	1,000	1,400
Milwaukee	500	800	200
Denver	13,200	2,700	24,400
Louisville	800	2,400	500
Wichita	2,400	10,000	400
Indianapolis	600	13,000	900
Pittsburgh	1,500	10,500	4,500
Cincinnati	3,900	7,400	400
Buffalo	3,100	20,000	13,000
Cleveland	900	7,500	6,500
Nashville	600	1,600	400
Toronto	2,600	1,500	2,400

TUESDAY, NOVEMBER 13, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	43,000	15,000
Kansas City	12,000	13,000	5,000
Omaha	5,500	8,500	7,500
St. Louis	6,000	22,000	2,500
St. Joseph	2,600	6,900	2,500
Sioux City	1,800	7,000	3,000
St. Paul	1,300	10,000	1,500
Oklahoma City	1,300	1,800	...
Fort Worth	3,800	1,200	800
Milwaukee	1,200	4,500	800
Denver	3,800	1,800	4,900
Louisville	400	1,100	300
Wichita	1,000	3,200	300
Indianapolis	1,100	12,000	1,000
Pittsburgh	100	1,800	100
Cincinnati	700	6,500	900
Buffalo	200	800	200
Cleveland	200	1,400	1,500
Nashville	300	900	200
Toronto	400	500	200

WEDNESDAY, NOVEMBER 14, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	27,000	17,000
Kansas City	6,000	10,000	5,000
Omaha	5,500	7,000	7,000
St. Louis	4,700	16,000	1,500
St. Joseph	3,000	8,500	2,500
Sioux City	3,000	5,500	4,000
St. Paul	2,800	20,000	3,000
Oklahoma City	1,200	1,800	...
Fort Worth	5,900	500	500
Milwaukee	800	4,500	500
Denver	1,900	700	8,600
Louisville	400	1,000	200
Wichita	600	2,600	400
Indianapolis	1,000	8,000	800
Pittsburgh	100	3,500	800
Cincinnati	1,000	6,000	700
Buffalo	200	2,500	800
Cleveland	700	3,000	3,000
Nashville	300	700	200
Toronto	900	700	500

THURSDAY, NOVEMBER 15, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	40,000	12,000
Kansas City	2,000	6,500	3,500
Omaha	3,000	5,500	4,000
St. Louis	2,300	13,500	1,600
St. Joseph	700	4,000	2,000
Sioux City	2,000	3,500	2,000
St. Paul	4,000	14,000	1,000
Oklahoma City	900	1,200	...
Fort Worth	3,500	800	800
Milwaukee	800	3,000	800
Denver	2,700	900	10,500
Louisville	300	1,200	100
Wichita	500	1,900	400
Indianapolis	400	5,500	600
Pittsburgh	100	3,500	1,000
Cincinnati	1,100	5,800	500
Buffalo	100	1,500	500
Cleveland	300	3,500	3,000
Nashville	200	800	200
Toronto	100	400	400

FRIDAY, NOVEMBER 16, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	20,000	7,000
Kansas City	2,000	3,000	...
Omaha	700	5,500	4,500
St. Louis	400	13,000	1,000
St. Joseph	400	5,000	2,000
Sioux City	1,000	5,000	2,000
St. Paul	2,300	10,000	2,000
Oklahoma City	1,100	1,100	...
Fort Worth	2,400	700	...
Milwaukee	300	1,000	100
Denver	300	200	4,000
Wichita	300	1,400	100
Indianapolis	700	11,000	500
Pittsburgh	100	4,000	2,500
Cincinnati	700	5,500	800
Buffalo	100	7,200	300
Cleveland	400	2,000	1,000

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended November 16, 1928, with comparisons:

CATTLE.

	Week ended Nov. 10.	Prev. week.	Cor. week.
Chicago	28,281	28,941	27,800
Kansas City	20,241	25,204	29,490
Omaha	20,836	16,630	18,004
St. Louis	13,961	14,749	14,471
St. Joseph	8,822	8,702	8,605
Sioux City	8,523	6,462	6,700
Wichita	2,014	1,890	...
Fort Worth	9,102	7,332	10,516
Philadelphia	1,540	1,582	1,775
Indianapolis	1,453	1,901	5,072
Boston	1,901	1,875	1,634
New York & Jersey City	10,930	10,547	9,508
Oklahoma City	5,833	5,768	5,694
Cincinnati	3,798	4,305	...
Denver	3,869	3,150	...
Total	137,714	137,128	140,000

HOGS.

	Week ended Nov. 10.	Prev. week.	Cor. week.
Chicago	118,500	116,800	115,800
Kansas City	25,485	23,658	20,250
Omaha	20,876	15,977	22,207
St. Louis	36,970	31,967	32,687
St. Joseph	29,511	15,905	23,011
Sioux City	11,395	9,173	14,900
Wichita	6,761	4,975	...
Fort Worth	5,925	6,026	4,380
Philadelphia	19,674	20,882	19,271
Indianapolis	15,314	14,523	13,414
Boston	15,229	12,222	7,300
New York & Jersey City	61,045	67,555	62,220
Oklahoma City	7,799	4,345	5,507
Cincinnati	15,805	25,475	...
Denver	6,724	6,004	...
Total	396,713	375,137	349,000

SHEEP.

	Week ended Nov. 10.	Prev. week.	Cor. week.
Chicago	38,617	71,824	52,417
Kansas City	12,090	29,567	10,907
Omaha	26,106	27,218	22,142
St. Louis	5,066	7,625	8,800
St. Joseph	19,410	17,270	18,700
Sioux City	10,599	15,865	13,770
Wichita	748	1,863	...
Fort Worth	3,061	4,022	2,225
Philadelphia	6,119	5,790	5,130
Indianapolis	683	963	4,000
Boston	4,940	7,205	2,000
New York & Jersey City	60,223	68,533	63,000
Oklahoma City	105	82	100
Cincinnati	1,429	1,831	...
Denver	6,892	9,763	...
Total	202,067	268,121	207,540

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Nov. 15, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO	E. ST. LOUIS.	OMAHA.	KANS. CITY	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$ 8.75@ 9.00	\$ 8.50@ 9.00	\$ 8.35@ 8.90	\$ 8.50@ 8.80	\$ 8.60@ 8.85
Med. wt. (200-250 lbs.) med.-ch.	8.75@ 9.00	8.65@ 9.00	8.45@ 8.90	8.40@ 8.85	8.70@ 8.85
Lt. wt. (160-200 lbs.) com.-ch.	8.50@ 9.00	8.50@ 9.00	8.00@ 8.90	8.10@ 8.80	8.50@ 8.85
Lt. lt. (130-160 lbs.) com.-ch.	8.25@ 8.85	8.15@ 8.85	7.50@ 8.50	7.75@ 8.75	8.00@ 8.60
Packing sows, smooth and rough	7.85@ 8.35	7.35@ 8.00	7.00@ 8.35	7.25@ 8.15	7.50@ 8.10
Str. pigs (130 lbs. down) med.-ch.	8.00@ 8.75	7.50@ 8.50	7.25@ 8.25	8.25@ 8.50	8.50@ 8.80
Av. cost and wt., lts. (pigs excl.)	8.71-245 lb.	8.89-218 lb.	8.45-255 lb.	8.62-225 lb.	8.55-224 lb.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):								
Good-ch.	13.75@17.25	.....	.....	.....	.....	.....	.....	.....
STEERS (1,300-1,500 LBS.):								
Choice	16.25@17.75	15.25@16.25	15.25@16.50	14.75@16.50	15.75@16.50			
Good	13.75@16.50	12.75@15.25	12.50@15.25	12.25@14.75	13.25@15.75			
STEERS (1,100-1,300 LBS.):								
Choice	16.50@17.75	15.50@16.50	15.50@16.75	14.75@16.50	15.75@16.75			
Good	13.75@17.00	12.75@15.50	12.75@15.50	12.25@14.75	13.25@15.75			
STEERS (950-1,100 LBS.):								
Choice	16.75@18.00	15.75@17.25	15.50@17.25	14.75@17.50	15.75@17.90			
Good	13.75@17.00	13.00@15.75	13.00@15.50	12.50@15.25	13.25@15.75			
STEERS (800 LBS. UP):								
Medium	12.00@14.00	10.50@13.00	11.00@13.00	10.25@12.25	10.75@13.25			
Common	8.75@12.25	8.25@10.50	8.00@11.00	8.00@10.75	7.75@10.75			
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):								
Choice	16.50@17.25	16.00@17.00	15.50@17.00	15.50@17.50	16.00@16.75			
Good	13.50@16.50	13.00@16.00	12.75@15.50	12.75@15.50	13.25@16.00			
HEIFERS (850 LBS. DOWN):								
Choice	14.75@15.75	14.25@15.50	14.25@15.75	14.50@16.00	14.50@16.00			
Good	12.75@14.75	12.50@14.25	12.50@14.25	12.25@14.50	12.00@14.50			
Common-med.	8.00@13.00	7.50@12.50	7.75@12.50	7.75@12.25	7.50@12.50			
HEIFERS (850 LBS. UP):								
Choice	12.25@15.75	12.00@15.00	12.00@15.00	12.00@15.25	12.25@14.75			
Good	10.75@14.75	10.75@14.25	11.00@13.75	10.50@14.25	11.00@13.50			
Medium	8.75@12.75	8.50@12.25	9.00@11.75	8.75@12.00	8.50@12.00			
COWS:								
Choice	11.00@11.75	10.75@11.75	10.75@11.50	10.50@11.25	10.75@11.50			
Good	9.00@11.00	9.25@10.75	9.00@10.75	8.75@10.50	9.00@10.75			
Common-med.	7.25@9.00	7.75@9.25	7.00@9.00	7.00@8.75	7.00@9.00			
Low cutter and cutter	5.75@7.25	5.25@7.75	5.50@7.00	5.25@7.00	5.25@7.00			
BULLS (YEARLINGS EXC.):								
Beef Good-ch.	9.50@11.25	9.25@10.75	9.00@10.00	9.00@9.75	8.75@9.75			
Cutter-med.	7.25@9.65	6.50@9.25	6.50@9.00	6.25@9.00	7.00@9.00			
CALVES (500 LBS. DOWN):								
Medium-ch.	9.00@12.00	9.00@12.00	9.00@11.50	8.50@11.50	7.50@11.00			
Cull-common	7.00@9.00	6.00@9.00	6.50@9.00	6.50@8.50	5.50@7.50			
VEALERS (MILK-FED):								
Good-ch.	13.50@15.50	15.50@17.00	12.00@14.50	11.00@13.50	12.00@14.50			
Medium	12.50@13.50	13.00@15.50	11.00@12.00	8.50@11.00	8.50@12.00			
Cull-common	8.00@12.50	6.00@13.00	7.00@11.00	6.50@8.50	5.50@8.00			
SLAUGHTER SHEEP AND LAMBS:								
Lambs (84 lbs. down) good-ch...	12.50@13.60	12.25@13.50	12.00@13.00	12.25@13.10	12.00@12.75			
Lambs (92 lbs. down) medium...	11.75@12.50	11.50@12.25	11.50@12.00	11.25@12.25	11.50@12.00			
1 year (all weights) cull-common	8.25@11.75	8.25@11.50	7.50@11.50	6.00@11.25	5.50@11.50			
Yearling wethers (110 lbs. down)								
medium-choice	8.25@11.75	7.50@11.50	7.50@10.25	8.00@11.00	7.25@10.00			
Ewes (120 lbs. down) med.-ch...	5.00@6.85	5.00@6.50	4.75@6.80	4.75@6.50	4.40@6.75			
Ewes (120-150 lbs.) medium-ch...	4.50@6.65	4.00@6.00	4.50@6.25	4.25@6.25	4.25@6.00			
Ewes (all weights) cull-common.	1.75@5.00	1.50@5.00	1.50@4.75	1.50@4.75	1.40@4.50			

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 10, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,957	7,700	10,120
Swift & Co.	7,211	8,300	11,115
Morris & Co.	2,834	5,100	4,658
Wilson & Co.	5,141	10,100	6,724
Anglo-American Prov. Co.	1,350	1,700	.....
G. H. Hammond Co.	1,685	8,800	.....
Libby, McNeill & Libby.	1,173	.....	.....
Brennan Packing Co., 7,100 hogs; Miller & Hart, 6,000 hogs; Independent Packing Co., 2,600 hogs; Boyd, Lunham & Co., 3,200 hogs; Western Packing & Provision Co., 10,600 hogs; Roberts & Oake, 5,400 hogs; Agar Packing Co., 4,400; others, 35,900 hogs.			
Totals: Cattle, 28,281; calves, 7,429; hogs, 118,500; sheep, 38,617.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,376	887	4,722	2,762
Cudahy Pkg. Co.	2,876	522	4,135	2,705
Powder Pkg. Co.	335	.....	.....	.....
Morris & Co.	2,141	778	2,483	1,851
Swift & Co.	2,605	1,016	7,467	2,428
Wilson & Co.	4,006	419	5,220	2,264
Local butchers	1,046	144	1,458	80
Total	16,475	3,768	25,485	12,060

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,058	5,114	7,463
Cudahy Pkg. Co.	4,538	4,643	7,356
Dold Pkg. Co.	955	4,810	.....
Morris & Co.	1,770	2,157	8,511
Swift & Co.	4,764	8,505	10,889
Ragle Pkg. Co.	5	.....	.....
Glasburg, M. ....	.....	.....	.....
Hoffman Bros.	34	.....	.....
Mayerowich & Vail	6	.....	.....
Omaha Pkg. Co.	34	.....	.....
J. Rife Pkg. Co.	12	.....	.....
J. Roth & Sons	12	.....	.....
South Omaha Pkg. Co.	49	.....	.....
Lincoln Pkg. Co.	100	.....	.....
Morrell Pkg. Co.	46	.....	.....
Nagle Pkg. Co.	178	.....	.....
Sinclair Pkg. Co.	154	.....	.....
Wilson & Co.	177	.....	.....
Kenneth Murray Co.	1,035	.....	.....
I. W. Murphy	2,945	.....	.....
Others	6,166	.....	.....
Total	16,883	30,475	20,219

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,202	1,050	4,173	903
Swift & Co.	3,103	2,451	5,062	2,002
Morris & Co.	1,962	651	1,529	349
East Side P. Co.	1,997	.....	7,828	.....
Others	4,697	1,020	17,778	1,722
Total	13,961	5,172	36,970	5,066

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,292	919	14,672	13,587
Armour & Co.	2,139	642	7,965	3,548
Morris & Co.	1,751	86	6,688	2,305
Others	3,271	545	9,057	2,779
Total	10,453	2,192	38,362	22,189

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,800	141	4,734	3,496
Armour & Co.	1,880	130	4,524	4,780
Swift & Co.	1,440	133	2,754	4,453
Smith Bros.	2	.....	123	.....
Local butchers	87	18	.....	.....
Others	528	50	6,179	1,740
Total	5,737	472	18,314	14,469

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,696	905	3,686	35
Wilson & Co.	1,922	720	3,663	70
Others	110	.....	450	.....
Total	3,728	1,625	7,799	105

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside buying	862	1,733	26,491	2,356
Kings & Co.	889	706	15,523	623
Indianapolis Abt. Co.	944	12	993	65
Armour & Co.	541	20	2,697	103
Hilgemeyer Bros.	4	.....	1,090	.....
Brown Bros.	73	10	181	12
Riverside Pkg. Co.	22	.....	271	.....
Schlesinger Pkg. Co.	24	.....	389	.....
Indiana Prov. Co.	73	.....	418	51
Meier Pkg. Co.	90	9	314	.....
Mass-Hartman Co.	18	10	.....	6
Art Wabnitz	6	49	.....	36
Bell Pkg. Co.	37	.....	290	.....
Hoover Abt. Co.	8	.....	.....	.....
Miscellaneous	680	101	287	375
Total	4,281	2,650	48,823	3,627

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	167	98	170	.....
S. W. Gall ....	.....	8	.....	576
J. Hilberg & Son	137	2	.....	72
Gus. Juengling	191	102	.....	44
E. Kahn's Sons Co.	1,219	244	7,120	580
Kroger Gro. & B. Co.	127	61	3,635	.....
Lohrey Pkg. Co.	4	.....	298	.....
H. Meyer P. Co. ....	.....	4	3,458	.....
W. G. Rehn & Son	164	66	.....	.....
A. Sander Pkg. Co.	8	.....	1,630	.....
J. Schlachter & Son	191	160	.....	207
J. & F. Schroth P. Co.	13	.....	2,961	.....
Vogel & Son	9	4	510	.....
J. F. Stegner	243	172	.....	.....
Total	2,517	855	19,762	1,479

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,061	5,408	12,029	763
Swift & Co., Chicago ....	.....	.....	.....	229
U. D. B. Co., N. Y.	10	.....	.....	.....
The Layton Co. ....	.....	.....	1,084	.....
R. Gunz & Co.	133	.....	74	43
Armour & Co., Milw.	724	2,598	.....	.....
Armour & Co., Chi.	149	.....	.....	.....
Butchers	274	111	369	210
Traders	677	91	8	139
Total	4,027	8,206	13,564	1,384

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	875	487	6,929	748
Dold Pkg. Co.	467	27	4,493	.....
Wichita Dr. B. Co.	17	.....	.....	.....
Dunn-Ostertag	86	.....	.....	.....
Keefe-LeStourgeon	58	.....	.....	.....
Total	1,500	514	11,422	748

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,193	138	1,422	3,964
Armour & Co.	1,083	155	1,588	4,265
Blayne-Murphy	509	71	1,357	.....
Others	525	74	1,282	744
Total	3,312	438	5,629	8,973

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,079	3,600	15,713	8,788
Cudahy Pkg. Co.	524	1,306	.....	.....
Hertz Bros.	127	41	90	.....
Swift & Co.	4,491	5,405	24,106	17,075
United Pkg. Co.	1,807	173	.....	.....
Others	938	.....	11,450	3,732
Total	10,966	10,525	51,359	29,615

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended November 10, 1928, with comparisons.

CATTLE.

	Week ended Nov. 10, 1927.	Prev. week.	Cor. week.
Chicago	28,281	28,941	27,968
Kansas City	16,475	20,499	24,444
*Omaha	16,883	15,073	18,018
St. Louis	13,961	14,749	14,472
St. Joseph	10,453	11,343	11,089
Sioux City	5,737	7,218	7,545
Oklahoma City	3,728	2,721	3,296
Indianapolis	4,281	5,943	4,423
Cincinnati	2,517	2,742	1,949
Milwaukee	4,027	4,573	5,483
Wichita	1,500	1,437	2,571
Denver	3,312	3,392	.....
St. Paul	10,966	13,652	18,540
Total	122,121	132,183	141,698

*Includes calves.

HOGS.

	Week ended Nov. 10, 1927.	Prev. week.	Cor. week.
Chicago	118,500	116,800	115,800
Kansas City	25,485	23,279	20,256
Omaha	30,475	27,540	30,102
St. Louis	36,970	31,967	32,087
St. Joseph	38,362	26,472	25,707
Sioux City	18,314	17,767	20,200
Oklahoma City	7,799	4,945	3,547
Indianapolis	48,823	47,713	32,127
Cincinnati	19,762	20,418	15,964
Milwaukee	13,564	14,629	21,067
Wichita	11,422	9,475	9,529
Denver	5,629	5,546	.....
St. Paul	51,359	55,443	78,692
Total	426,464	401,394	405,138

SHEEP.

	Week ended Nov. 10, 1927.	Prev. week.	Cor. week.
Chicago	38,617	71,824	52,417
Kansas City	12,090	20,106	10,967
Omaha	29,219	22,265	21,980
St. Louis	5,006	7,535	8,886
St. Joseph	22,189	19,961	22,285
Sioux City	14,469	15,166	15,143
Oklahoma City	105	82	186
Indianapolis	3,627	6,733	3,796
Cincinnati	1,479	1,014	15,964
Milwaukee	1,384	3,141	1,395
Wichita	878	663	575
Denver	18,066	.....	.....
St. Paul	29,615	32,923	28,087
Total	167,581	248,519	181,631

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 5	19,384	3,463	33,493	11,706
Tues., Nov. 6	7,785	2,455	26,965	3,423
Wed., Nov. 7	12,894	2,029	18,869	10,762
Thurs., Nov. 8	6,635	2,002	32,246	8,163
Fri., Nov. 9	1,951	579	20,548	10,055
Sat., Nov. 10	500	200	5,000	5,000
Totals this week	49,169	11,328	137,121	49,109
Previous week	62,499	11,822	136,983	97,107
Year ago	63,807	12,281	165,724	73,021
Two years ago	79,004	13,677	167,787	80,446

Year's receipts to Nov. 10, with comparative totals.

	November-1928.	1927.	1928.	Year-1927.
Cattle	65,083	96,449	2,125,875	2,483,207
Calves	15,656	20,512	668,635	613,960
Hogs	154,114	230,696	7,073,326	6,290,774
Sheep	87,127	102,919	3,382,138	3,295,222

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 5	4,100	.....	6,044	3,062
Tues., Nov. 6	2,655	307	3,943	1,779
Wed., Nov. 7	3,582	157	1,235	589
Thurs., Nov. 8	2,013	198	4,049	2,606
Fri., Nov. 9	1,185	37	6,610	3,160
Sat., Nov. 10	200	.....	1,000	1,000
Totals this week	13,735	699	22,881	12,196
Previous week	18,468	754	28,846	20,745
Year ago	20,089	984	61,083	16,317
Two years ago	27,504	1,549	56,478	18,751

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Nov. 10	\$14.15	\$ 9.25	\$ 5.80	\$13.20
Previous week	14.75	9.05	5.75	13.10
1927	14.10	9.15	5.90	13.95
1928	9.90	12.00	6.10	13.00
1925	10.20	11.35	7.75	15.30
1924	9.60	9.20	6.50	13.85
1923	9.00	6.75	7.25	13.00
Av. 1923-1927	\$10.75	\$ 9.70	\$ 6.70	\$13.80

SUPPLIES FOR CHICAGO PACKERS.



What Makes This a JAMISON Door?

Without the massive hardware this would not be a Jamison Door. If it had less than two heavy water-proof gaskets it would not be what it is. You could not substitute inferior insulating materials, or low-grade lumber, or light bracing and expect the same results. Even in the assembly, high standards of fit and finish are maintained. All of the Jamison features have had a part in securing for this door a world-wide leadership.

Jamison
**Cold Storage
Doors**

Jamison standards govern the manufacture of every Jamison product. Regular doors, track doors, special doors, cold-storage windows, ice chutes, refrigerator fronts—all are built to specifications that assure efficient results. Our very complete Catalog is a mine of information that you should have for reference. May we send it to you? Your name written in the margin of the page will serve as a coupon.



JAMISON COLD STORAGE DOOR CO., Hagerstown, Md. U. S. A.

FACTORY AGENTS AND DISTRIBUTORS: Gay Engineering Corporation, 2650 Santa Fe Ave., Los Angeles, 525 Fourth St., San Francisco; Stanton-Thompson Corporation, 2 W. 45th St., New York City

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Ice and Refrigeration

VAPOR PROOFING INSULATION.

There is considerable confusion in the minds of engineers as to what may be called waterproofing and vapor proofing. These two terms refer to entirely different properties of a material, and should be clearly understood.

Waterproofing deals with the treatment of a material so that the liquid water will not penetrate this material at all readily. There are very few products that are absolutely waterproof. Water exists in the atmosphere in the form of vapor or gas, and in this form is able to pass in and out through any material, unless it is composed of, or protected by, a material composed of pores which are too small to permit molecules of water vapor to enter. In thus excluding water vapor both oxygen and nitrogen would also be excluded.

It will be apparent that, because water can exist in its two states, that is, liquid and gas, if insulation material is not provided with a vapor proof membrane, under service conditions water will be precipitated in the insulation material. This will consist in converting gas in the form of water vapor which enters the insulation material.

Asphalts and like materials have been chiefly used commercially for the purpose of vapor proofing. Because of the importance of this subject to the iceless refrigeration industry, this department has undertaken a thorough investigation of the subject, and we report herewith preliminary data on a number of the leading asphalt materials which have been commercially used for this purpose.

The method of making the test consists in closing a refrigerating low side by a frame in which a large number of pieces of insulation lumber could be snugly fitted. This machine was enclosed in a humidity chamber in which the humidity could be maintained at a pre-determined point, and in which a high temperature could be produced. The insulation samples were treated with the particular asphalt material either by dipping hot, in the case of asphalts, themselves, or by painting in the case of asphalt paints and emulsions. The insulating material used was dried, treated with asphalt preparation, weighed and then placed in the proper compartment in the frame.

After periods of hours or days this sample was removed from the frame, the surface carefully wiped to remove any precipitated liquid water, and the sample again weighed. By the change in weight an accurate value for the amount of water vapor passed through the film and precipitated with the material was obtained. The behavior of all insulating materials towards water vapor is essentially the same, so that the results herewith reported will apply relatively to any of the commercial insulation products now on the market.

In the following table are listed the materials studied with the uptake or

per cent of vapor absorbed at the end of seven days and fourteen days based on the original weight of insulation material. There are five blanks included in this table, these being insulation materials not treated with any vapor proofing material.

WATER ABSORBED AS VAPOR BY INSULATING MATERIAL UNDER HIGH HUMIDITY TEST CONDITIONS.

Av. humidity, 90%; Av. outside temp., 85-90° F.; Av. Inside temp., 10-12° F.

Coated Material and Test Number	Treatment	Uptake	
		7 days, %	14 days, %
1	Asphalt	2.1	4.0
2	Asphalt	2.0	3.5
3	None	44.5	68.8
4	Asphalt	3.2	7.0
5	Asphalt	2.6	5.2
6	Asphalt	2.5	4.1
7	None	50.4	61.4
8	Asphalt	2.7	4.6
9	Asphalt	3.3	4.4
10	Asphalt	3.6	6.0
11	None	44.6	52.5
12	Asphalt	1.9	3.8
13	None	41.6	47.2

Painted	Costs			Costs		
	1	2	3	1	2	3
14 Paint	61.	0.0	0.2	1.3	0.0	0.0
15 Paint	4.1	0.0	0.0	0.7	0.0	0.0
16 Emulsion	9.3	8.2	0.6	11.1	9.0	7.6
17 None		41.4			49.1	

The above data on vapor proofing insulation was presented by J. H. Bracken at a recent meeting of the American Society of Refrigerating Engineers and was published in "Refrigeration Engineering, the publication of the organization.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask the "Packer's Encyclopedia," the meat packer's guide.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 5c stamp.

ICE NOTES.

The Peoples Storage & Transfer Co., Tucson, Ariz., is constructing a new cold storage plant for handling the products of poultry, fruit and vegetable producers of Southern Arizona.

Additions to the plant of the Union Ice & Fuel Co., Colorado Springs, Colo., will increase cold storage facilities by 4,000 square feet.

The British Trade Commission of Vancouver, B. C., announces that a company has been granted a provincial charter to improve the port terminal facilities with cold storage units, warehouses and docks.

The Produce Terminal Cold Storage Co., Chicago, Ill., is issuing \$1,300,000 in first mortgage gold bonds to provide for the construction of a cold storage warehouse at Blue Island Avenue and Throop Street. A later issue of stock will include \$500,000 in preferred stock and 38,500 shares of no-par value common stock.

A terminal warehouse, estimated to cost \$1,500,000, is to be erected by the Canadian National Railways at Walkerville, Ontario, providing for both cold and dry storage. International Terminals, Ltd., will have charge of operations.

Construction has begun on the program of improvements for the port of Pernambuco, Brazil, to include several cold storage warehouses of reinforced concrete.

The official sanction of the British Ministry of Health has been granted the Sheffield, England, city council for the purpose of including cold storage facilities in the wholesale meat market extensions now being planned, at an estimated cost of \$185,000.

Sale of the Benton Ice & Cold Storage Co., Benton, Ark., to the ice division of the Arkansas Power & Light Co. has been announced.

The Three Rivers Service Corp., Kennewick, Wash., has acquired the warehouse and cold storage plant of the Kennewick Supply & Storage Co.

Incorporation papers are being prepared in California as a first step in the establishment of a \$600,000 cold storage plant at Kodiak, Alaska.

The building program of the Southern California state hospital, for Patton, Calif., bids on which will be asked in January, include a cold storage plant.

The city council of Sacramento, Calif., has completed plans for including a new warehouse, cold storage plant and market in its \$250,000 municipal building project.

The Central California Ice Co., of Fresno, Calif., is considering the establishment of a cold storage plant at Turlock, Calif.

The B. Wilson Co., Ltd., Victoria, B. C., is planning improvement and enlargement of its cold storage plant.

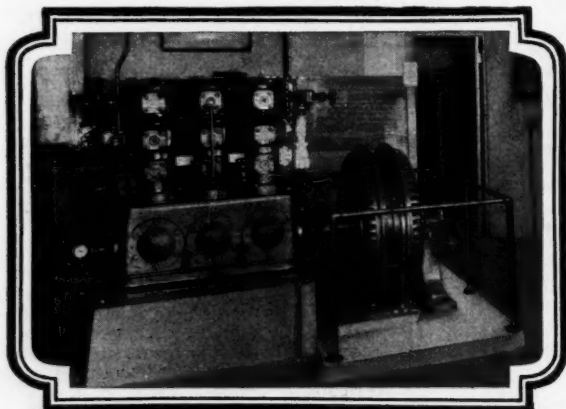
Contracts for erection of a cold storage plant at Ogden Point, B. C., Canada, at a cost of \$400,000, have been let by the Victoria Cold Storage & Terminal Warehouse Co., Victoria, B. C.



Positive Spray Systems
Save Time and Money
An Attractive Spray Enclosure
No Splashing of Brine on Floors

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CRUDE OIL FILTRATION.

(Continued from page 40.)

amounts to \$48.00, which meant a net profit to the miller of \$33.00 per tank car of oil filtered. With an eight-press mill running 40,000 pounds of oil a day this would mean a profit of \$22.00 per day, or roughly about \$4,000 for a season of 200 days.

This applies only to the filtration of oils as made, but does not take into account very many other economies which are the direct outcome of the filtering operation. Such economies are represented by the fact that if the oil is shipped out as made there is no such thing as a cleanup operation to be performed during the whole season. This represents a very considerable saving throughout the season, for it eliminates a situation with which you are all familiar, wherein a couple of tank cars drawn from the bottom of tanks are sent out, and only the good Lord knows what you are going to net from such a car after it has arrived at its destination.

Meaning of These Savings.

What all these indirect savings mean has been very emphatically demonstrated by the article by Mr. Barrow, above referred to, and the comment on it in the Oil and Fat Industries, which is the official organ of the American Oil Chemists Society, in its issue of November, 1927. The editor of the latter magazine points out just what the elimination of meals and settlings means during the season in the way of dollars and cents to every crude oil mill. He says:

"Basing the figures only on the average of Mr. Barrow's 8 samples, 1 per cent of meal and settlings left in the oil will cost the operator of a four-press mill \$33,232 each season, or 2 per cent of meal and settlings will cost him \$50,112 per season. In the face of these proven facts and figures, it seems incredible that any oil mill operator rating himself a business man, can hesitate to equip his mill so that meal and all soluble and insoluble settlings will be completely removed from the oil. This can be accomplished by the simplest of manufacturing operations, filtration through filter presses at a very slight expense for equipment and operation."

In the next installment the authors will discuss "Refining."

(To be continued.)

CANADA LIVESTOCK IN 1927.

Statistics on live stock and animal products for the year 1926-1927 are contained in a bulletin published recently by the agricultural branch of the Dominion Bureau of Statistics, Department of Agriculture, Canada.

Some of the tables included in this bulletin emphasize the present separation between the farm and the manufacture and marketing of animal products. This applies both to slaughtering and to the dairy industry.

Canada's resources of live stock and animal products show large gains in the past three years. The estimated annual revenue from these products totaled \$531,489,000 in 1927 as against \$496,325,000 in 1925. Estimated annual wealth in the same products was

\$852,097,000 in 1927, and \$751,458,000 in 1925.

Figures on the slaughter of livestock at government inspected plants show a substantial increase in the 1927 swine and calf kills over that in 1926, a small decrease for cattle and a large decrease in sheep slaughtered. The total value of slaughtering and materials used in dominion packing plants and abattoirs during 1926 was \$139,200,096. The aggregate value of all products from these plants was \$167,127,091, of which \$37,141,249 in fresh beef represents the largest single factor.

Home consumption of meats in Canada has decreased between 1924 and 1927, whereas exports of livestock and animal products have increased. The estimated per capita consumption of beef, pork, mutton and lamb in 1927 was 156.30 lbs. against 165.80 lbs. in 1924. Total exports were valued at \$167,291,589 in 1926-1927, and \$163,031,415 in 1924-1925.

WHAT TO KNOW ABOUT SAGE.

(Continued from page 30.)

next lower volatile oil content to bring it down to the standard.

Best Is the Cheapest.

The cost of producing sage in this manner and of maintaining it at a uniform standard of flavoring effectiveness is necessarily much greater than the cost of ordinary sage, done up in bales like so much cattle feed, and sold by weight for whatever price the necessities of competition will permit. But it is worth the difference, and in the long run it is more economical than the cheaper product.

If you doubt it, examine the next lot of commercial sage that is offered to you on a price basis. Note the amount of stems and dust and sand and dirt it contains. Experts estimate that these foreign elements sometimes amount to more than 30% of the gross weight of the total volume of sage sold in the American market. And this foreign matter, going into the sausage, is the cause of many of the troubles of the sausage manufacturer and complaints of poor product from his customers.

High-grade sage, rich in volatile ether oil, is never an indigestible ingredient in sausage or in any other food product.

A Cure for Indigestion.

Sage, in itself, is an aid to digestion because its delicate and pleasing aroma stimulates the flow of saliva, which is nature's first chemical agent in the process of digestion. It acts as a gentle stimulant also by its mild tang. It was one of the standard home remedies of every well regulated household in the days of our grandmothers, because of its tonic effect upon the nervous system.

Yet, in spite of these facts, there are thousands of people who believe that they cannot digest sausage because of the sage in the seasoning. The truth of the matter is that they cannot digest sausage because of the impurities, the dirt and the noxious bacteria that are often carried into the sausage by the sage. Those pennies the sausage manufacturer saves in the price of his sage are costing thousands of dollars in restricted markets for his product.

Sage has an affinity for red and white pepper and for salt. It does not blend

readily or pleasantly with all spices, and should never be used indiscriminately with the other condiments. Its action on fresh pork sausage is never negative, opinions of old-timers are to the contrary notwithstanding.

Combined with Other Spices.

Properly blended with salt and pepper, the volatile content of pure, clean sage leaves penetrates the sausage meat with the salt. It retards the processes of spoilage and greatly assists the preserving of the natural, fresh color and pleasing odor of the product.

When sausage that has been seasoned with sage develops a bad color or odor, it is likely to be because of the dirt and impurities in the sage, and not because of the sage itself.

Sage, as has already been said, is a member of the mint family of plants. It is sometimes known by the Latin name, *salvia*, which is the common designation of the scarlet blooming variety of sage so common and so greatly admired as a decorative garden flower. *Salvia*, in turn, is another name for saffron, and saffron was the Biblical designation for myrrh, the incense used in religious ceremonials.

Blame for Poor Sausage.

It has a wonderful family history, this homely little plant that makes the pork sausage industry possible. And it is the best friend of the sausage maker. Don't forget that!

If your sausage goes bad, the fault is not because you have used sage, but because you have used either poor meat or impure sage, or because you have been careless in the making.

If your customers complain they can't digest sausage, don't blame the sage. Season your sausage correctly with pure, clean sage, rich in volatile ether oils and free from foreign matter, and you will have satisfied customers who will come back for more.

EDITOR'S NOTE—In preparing this article for THE NATIONAL PROVISIONER the writer did considerable research work, and discovered some facts of historical as well as technical interest. He is willing to submit all his statements to the test of the research laboratory.

BRITISH PORK SUPPLIES.

Supplies of fresh pork in British markets during October, 1928, were seasonally larger, according to cabled reports to the U. S. Department of Agriculture. British and Irish pork at London totaled 9,928,000 lbs., the largest month since December and an increase of 2,863,000 lbs. over September and of 1,586,000 lbs. over October, 1927. Fresh pork from other sources rose slightly to 1,046,000 lbs.

Month-end stocks of cured pork and lard at Liverpool decreased from the preceding months. However, the 3,373,000-lbs. total for bacon, hams and shoulders was 918,000 lbs. over the same period in 1927, and lard stocks, at 5,387,000 lbs., exceeded one year ago by 3,640,000 lbs.

A. S. R. E. ANNUAL CONVENTION.

The twenty-fourth annual convention of the American Society of Refrigerating Engineers will be held in the Pennsylvania Hotel, New York City, for four days beginning Wednesday, December 5, 1928.

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On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

Chicago Section

F. G. Ray, of the D. J. Gallagher Co., Chicago, was in Milwaukee, Wis., for several days this week.

E. S. Erwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., was a visitor this week.

Fred Krey, president of the Krey Packing Co., St. Louis, Mo., was in Chicago last week end on business.

George Sunderland, of the Chicago office of the E. G. James Co., provision brokers, visited the Boston office this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,121 cattle, 9,171 calves, 56,393 hogs and 53,698 sheep.

The sympathy of the industry is extended to G. D. Fitch, head of the hide department of Wilson & Co., Chicago, in the death of his mother, who passed away November 8 as the result of an accident sustained several weeks ago.

Provision shipments from Chicago for the week ended Nov. 10, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	20,120,000	21,737,000	19,523,000
Fresh meats, lbs.	37,547,000	40,426,000	36,331,000
Lard, lbs.	13,548,000	12,832,000	9,915,000

Patrick Delaney, for many years employed in the operating department of Armour and Company, and more recently on the pension rolls of that company, died at his home at 8012 Morgan street, Chicago, on November 8. Mr. Delaney was an uncle of T. E. Ryan, of the Louisville Provision Company, who with his family came to Chicago to attend the funeral.

Guy C. Smith, manager of advertising and research for Libby, McNeill & Libby, was elected president for the coming year of the Association of National Advertisers at the recent convention at Atlantic City. Mr. Smith is well known in the advertising field and has made substantial contributions in the field of packinghouse economics, particularly in the profitable distribution of products.

Charles E. Herrick, vice-president of the Brennan Packing Co., has returned from a vacation trip in the East during which he attended the packers' convention in Atlantic City. After the convention he and Mrs. Herrick visited in Philadelphia, then motored to Washington where Mrs. Herrick participated in the laying of the cornerstone of Constitution Hall, the third of the great group of buildings erected in that city to house the activities of the Daughters of the American Revolution.

Mrs. Herrick has long been active in D. A. R. affairs and is a member of a committee of five charged with the raising of the necessary funds for the erection of this new building. This committee has already raised more than \$1,000,000.

ARTHUR MEEKER RETIRES.
Arthur Meeker, vice president and director of Armour and Company, has announced his intention of retiring



ARTHUR MEEKER.

Vice president and director of Armour and Company who has announced his retirement from active participation in the affairs of the company.

from active participation in the business.

Mr. Meeker has been with the company for 43 years, being a vice president since its incorporation in 1900.



GUY C. SMITH.

Manager of advertising and research, Libby, McNeill & Libby, who has been chosen president of the Association of National Advertisers.

Prior to that time he was the company's general manager. During his period of activity he has been in charge of plant operations and management, the oil mills, and the pharmaceutical, canned foods, casings and gut strings departments of the company. His supervision has extended not only over plant operation and management but certain phases of selling as well.

A boyhood chum of the late J. Ogden Armour, Mr. Meeker joined the company on completion of his college work in 1885. After so long a service he feels that he is entitled to a rest. He also wishes to have more time to devote to civic and charitable work.

"I am not severing my connection with Armour and Company," Mr. Meeker said, "but merely retiring from active executive responsibilities."

Mr. Meeker will continue as a director of the company.

TRADE GLEANINGS

The Cambria Packing Co., Jackson, O., recently built an addition 15 by 42 ft. to its plant. The business was opened in September, 1926, by E. F. Jones and Ralph Mayfield. At the present time the company is killing around 100 hogs and 25 cattle per week.

Charles H. Boyer & Son have opened a plant in Mount Carmel, Pa., for the manufacture of pork sausage, specialties and ready-to-serve products. "The Taste Tells" is the slogan adopted by the new business.

The Fulton Market Provision Co., 904 Fulton St., Chicago, Ill., has been incorporated with a capital stock of 400 shares of no par value to do a slaughtering business. J. B. Roti, J. F. Roti and Henrietta Montague are the incorporators.

The Midway Abattoir, Wabash and Montgomery Sts., St. Paul, Minn., has been purchased by the Superior Packing Co. of Chicago. The plant will be used, it has been announced, for slaughtering cattle the carcasses of which will be shipped to Chicago. The company specializes in boneless beef.

The new addition to the plant of the Cudahy Packing Co., will be ready for occupancy about January 1, 1929. This addition which will cost close to \$1,000,000, will be six stories high and of concrete and brick construction.

WINS ANOTHER CHAMPIONSHIP.

Thomas E. Wilson, president of Wilson & Co., is again at the forefront as a breeder of Shorthorn cattle. A senior yearling red-roan bull, Browndale Goldspar, shown by Mr. Wilson's Edellyn Farms, was made grand champion Shorthorn bull, at the Kansas National Live Stock Show at Wichita, Kans., this week, in a class of 67 pure bred sires from the best herds in the country.

BUFFALO LIVESTOCK IN OCT.

The receipts and disposition of livestock at Buffalo, N. Y., during October, 1928, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	22,397	22,090	99,839	101,354
Shipments	8,276	17,728	48,648	81,665
Local slaughter	14,237	4,458	51,338	19,783

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Nov. 15, 1928.

Regular Hams.		
	Green.	S. P.
8-10	16½	20½
10-12	16½	20
12-14	16½	20
14-16	16½	20
16-18	16	19½
18-20	15½	19½
20-22	16	@16¼
22-24	15½	.....
S. P. Boiling Hams.		
	H. Runs.	Select.
16-18	19½	20
18-20	19½	20
20-22	18½	19
Skinned Hams.		
	Green.	S. P.
10-14	17	20½
14-16	17	20½
16-18	16½	19½
18-20	16	17½
20-22	15	16½
22-24	14½	15½
24-26	14½	15
26-30	14½	14½
30-35	14½	14½
Picnics.		
	Green.	S. P.
4-6	14½	16½
6-8	13	15
8-10	12½	14½
10-12	12	14
12-14	12	13½
Bellies.*		
	Green.	Cured.
6-8	16	16½
8-10	15½	16½
10-12	15½	16
12-14	14½	15½
14-16	14½	15
16-18	14½	14½
*Square Cut and Seedless.		
D. S. Bellies.		
	Clear.	Rib.
14-16	13½	.....
16-18	13	.....
18-20	12½	12½
20-25	12½	12½
25-30	12½	12½
30-35	12½	12½
35-40	12½	12½
40-50	11½	11½
D. S. Fat Backs.		
8-10	.....	10½
10-12	.....	11½
12-14	.....	12
14-16	.....	12½
16-18	.....	12½
18-20	.....	13
20-25	.....	14
D. S. Rough Ribs.		
45-50	.....	11½
55-60	.....	11½
65-70	.....	11½
75-80	.....	11
Other D. S. Meats.		
Extra Short Clears.....	35-45	11½
Extra Short Ribs.....	35-45	11½
Regular Plates.....	6-8	11½
Clear Plates.....	4-6	10½
Jowl Butts.....		10½
Lard.		
Prime steam, tierces.....		11.57½
Prime steam, loose.....		11.52½

	Whole.	Ground
Allspice	25	28
Cinnamon	15	18
Cloves	40	44½
Coriander	7	10½
Ginger .....	..	22
Mace	1.05	1.10
Nutmeg .....	..	25
Pepper, black	41	45
Pepper, Cayenne .....	..	40
Pepper, red .....	..	35

Retail Section

Cooling the Retail Market with Electric Refrigeration

Electric refrigeration offers so many opportunities for savings in the retail meat shop, improving merchandising methods and giving consumers a better service that it is surprising it has not been universally adopted.

With it there is possible a better preservation of perishable goods, the ability to store quantity purchases safely, facilities for attractive displays of meats and other merchandise and a general convenience and direct money saving that is very much worth while.

Of greater importance perhaps, particularly in this day of keen competition, electric refrigeration permits of quantity buying, because of the ability to store properly meats and other perishable products. This aids the retailer to obtain better margins of profit or to either meet or better the prices of competitors.

An Aid to Quantity Buying.

Quantity buying also enables the retailer to display a wider assortment and a larger quantity of choice merchandise. The late shopper is thus assured of getting goods, particularly fruits and vegetables, for which it was formerly necessary to shop very early.

This fact is recognized by the people of a community served by stores having electric refrigeration, and is reflected in increased turnover. Regular customers come at their convenience and customers of other concerns who are tardy in their purchases always know they can get what they want at the electric refrigerated store.

Following is the result of tests made by the A. C. Nielsen Co., engineers, Chicago, Ill., of the service being rendered by an electrically-driven Frick ice machine in the market of H. A. Moore, at Pittsburgh, Pa.

Retailers who are contemplating the installation of electric refrigeration will be interested in knowing the operating costs as shown by this test, and the merchandising and operating economies the installation has made possible.

Shop Refrigeration Costs.

H. A. Moore has operated a high-class general market in the Oakland district of Pittsburgh, Pa., for about 10 years. It has been the constant aim of this market to serve its customers with the very best in meats, vegetables, and groceries at the lowest possible prices consistent with high quality.

As many of the articles handled are highly perishable, particularly the meats and vegetables, the owner has

always endeavored to maintain ample refrigeration. The aim has also been to provide the best type of refrigeration possible and to consider its cost as an insurance charge on the perishable stock handled.

In October, 1925, an automatically controlled, electrically-driven ice machine, manufactured by the Frick Co., Waynesboro, Pa., was installed. In addition to the refrigerator, this machine cools several counters and a large display window. In order that a better understanding may be had of the results this equipment is giving, a brief description of it and the coolers, counters and window is given.

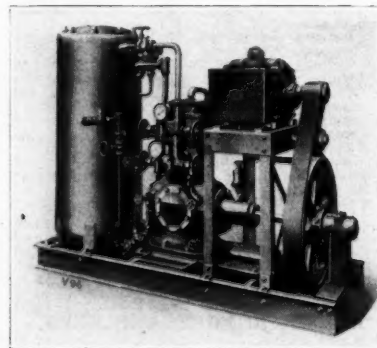
A Satisfactory Installation.

The machine consists of a 4 by 4-inch, two-cylinder compressor belt-driven by a 5-hp. motor.

The condenser consists of eight 8-foot lengths of 2½-inch pipe with cooling coils for water passing through their entire length.

Mercoide switches give automatic temperature regulation by starting and stopping the compressor motor in response to a thermostatic control located in one of the cooler compartments. This thermostat is set to start the unit when the compartment temperature reaches 40 degs. F. and to stop the unit at a low limit of 35 degs. F.

The equipment normally operates at a suction pressure of 25 lbs. and a discharge pressure of 225 lbs., as indicated on suitable gauges. Ammonia pressure relief valves on the compressor serve as a safety device to pre-



REASONABLE COOLING COSTS.

With a unit of this type a Pittsburgh, Pa., retailer is cooling his refrigerator, counters and a window at a cost of \$1.69 a day.

vent trouble if the unit is started incorrectly by hand or if the receiver pressure builds up over 250 lbs. gauge.

Little Floor Space Needed.

The entire unit is located in one corner of the basement and occupies a floor space of less than 100 square feet, including ample working area around the machine and coils.

The main cooler has outside dimensions of 13½ by 13½ ft. and is 10 ft. high from floor to store ceiling. It is divided into three compartments, one large one extending across the rear, known as the storage section, and two divisions across the store side, or front. One of the front sections is used for vegetables and hams and the other for service meats that are dressed and ready for sale.

All doors are especially designed for refrigerator service. They are of the single-break type, about six inches thick, and have four inches of granulated cork insulation.

Entrance to the storage section is made from the outside by a 2½ x 6-ft. door and there is also a 2 x 6-ft. door leading from the storage to the service meat section. Both the vegetable section and the service meat section are also served from the outside by individual doors, each 2½ x 6-ft. Four smaller doors give easy entrance to the vegetable section and one to the service section from the store side.

Cooler Is Fully Insulated.

The outer walls of the main cooler are built up of two layers of sheet cork, each layer being two inches in thickness and laid up with broken joints. Partition walls are of one layer of three-inch sheet cork. All exposed cork has been covered with a ½-inch layer of cement plaster.

Two of the walls are built up against the brick division walls of the store and the other two, one facing the front of the store and the other the side of the store, are covered with cement plaster, tile finished. The floor is three-inch concrete over four inches of sheet cork. Supported from the ceiling are the cooling coils and drip pans with two inches of cork insulation.

In addition to the cooler, three display counters totaling 26 ft. in length are cooled from the equipment, and one display window is similarly refrigerated. The window is 3½ by 5 by 6 ft. inside with plate glass on two sides and matched boards on the rear. The counters are used for meats, cheese, butter, etc., and the window is used for meats, vegetables, and fruit.

The following temperatures are maintained in the various compartments: Storage, 34 to 45 degs.; service meats, 37 degs.; vegetables, 44 degs.; counters, 54 to 58 degs.; window, 56 degs.

To maintain the temperatures above outlined under summer conditions the machine operates at about 75 per cent load for eight hours out of ten. The machine stops continuous operation about one-half hour after the service stops and then operates intermittently for half-hour periods every two hours until morning. During the winter months, or when service is light, the day operation is for one-quarter to one-half-hour periods every two hours.

Test on Operating Costs.

Following are the costs of operating this machine figured on an annual basis:

Depreciation (machine only, \$2,654.90 @ 10-year life)	\$265.49
Avg. interest @ 6%	87.61
Repairs, 1% (\$7.50 actual, 2 years)	26.55
Maintenance:	
1 charge ammonia (@ \$15.00 each 2 yrs.)	\$7.50
Lubrication:	
Oil and grease	\$3.00
Labor (¼ hr. per mo. @ \$1.00)	3.00
	\$6.00
Cooling water (\$1.45 per month)	13.50
Power (4,328.5 kw-hr. @ \$.04 net)	173.14
Labor (lubrication only as above)	3.00
Total operating cost, per year	\$583.69
Per day	\$1.60

NEWS OF THE RETAILERS.

The Pioneer Market, Maricopa, Calif., has succeeded to the meat and grocery business of E. H. Loveland.

Kilpatrick's Groceteria, Willows, Calif., has added a meat department.

A. L. Henderson, Council Grove, Kan., has engaged in the retail meat business.

A. E. Donaldson, Cushing, Okla., has sold out the Sanitary Market to J. P. Bieland.

P. A. Pearson has engaged in the meat and grocery business in Pratt, Kan.

J. F. Spriggs has opened a meat market in the Self Service Grocery, Fredonia, Kan.

Walt Trow has purchased the interest of his partner, John Campbell, in the Campbell and Trow Meat Market, Minneapolis, Kan.

N. J. and P. C. Becker have engaged in business as the Ventura Park Cash Grocery & Market, Portland, Ore.

J. E. Greenman has opened a meat market in Toledo, Ore.

The Imperial Produce Co., Seattle, Wash., has engaged in the retail meat and grocery business.

Marc Anderson has sold the Independent Meat Market, Coeur d'Alene, Ida., to Chelde Brothers.

Alton S. Conner has engaged in the retail meat business at 2476 Sandy Blvd., Portland, Ore., under the name of the Oregon Trail Market.

J. W. Risley has purchased the meat market of McFerran brothers, Chiloquin, Ore.

The Purity Stores, Mill Valley, Calif., have added a retail meat department.

Ted Verheyen, Cheney, Wash., has sold his retail meat business to F. J. Engeln.

I. McKinzie has sold his interest in the Pinal Market, Superior, Ariz., to E. R. Farmer and K. D. Lockwood.

Levi Edens has sold his interest in the meat and grocery business of Reading & Edens, Sixteenth St. and Military Ave., Baxter Springs, Kan.

H. L. Roberts has engaged in business in Alex, Okla., as the Roberts Cash Grocery & Market.

Clarence E. Trahan, Merrill, Mich., has sold his meat market to Harold Wyman.

The Rodgers Market is a new business venture at 501 Dolores St., San Francisco, Calif.

E. L. Revier, Spirit Lake, Ida., has sold his meat market to William Cuddy.

V. G. Gendron has sold his retail meat business at 1817 North Division St., Spokane, Wash., to Frank Willard.

Theodore Keefer and Kermit Myers have engaged in business in Elgin, Ore., as the City Meat Market.

Henry Schwarz & Son have purchased the Central Market, Heppner, Ore.

A. J. Zettle has engaged in business in Portland, Ore., under the name of Barber's Market.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

STUFFED BRAISED SPARERIBS.

Economy in selecting foods is no handicap when it comes to the choice of cuts suited to braising and pot roasting. For the winter months these homely dishes have always been favorites and now with the improved cookers and temperature controls they are due to rise still higher in the estimation of consumers.

Here is a recipe from Gudrun Carlson, Institute of American Meat Packers, for stuffed braised spareribs, that many of your customers will be interested in if it is called to their attention.

Allow one-third to one-half pounds of meat to each serving. Wipe the meat with a damp cloth. Rub the surface with salt and a few drops of onion juice. Over the larger half of the spareribs lay a bread stuffing well seasoned. Allow one-half cup of stuffing to each serving. Cover with the other half of the spareribs. Place in a Dutch oven or shallow roasting pan. Add one-half cup water and bake in a moderate oven (325°) for one and one-half hours. Uncover the last half hour of baking. Serve with baked apple sauce. Cut apples into slices, spread, arrange in a shallow pan or baking dish. Add water to almost cover. Sprinkle with sugar, cinnamon and grated lemon peel. Bake at the same time as the meat.



The opinions of specialists in the meat industry all agree on one point; namely, that the greatest need is for education:

"Meat Retailing" By A. C. Schueren

Is one step toward solving this problem.

Better retailing means better customers. It will result in better wholesaling.

You will enjoy reading a copy of "MEAT RETAILING."

Price only \$7.00 plus postage

For Sale by THE NATIONAL PROVISIONER 407 S. Dearborn St., Chicago, Ill.

IOWA DEALERS ORGANIZE.

An association of Iowa retail meat dealers was formed at a meeting held in Spencer, Ia., on the evening of November 1. The following temporary officers were elected: President, Arthur Skeeles, Storm Lake; first vice president, Herman Zumach, Wittmore; second vice president, George Gibson, Sheldon; secretary, R. C. Sawyer, Sanborn; Treasurer, R. W. Wilkins, Rolfe.

You can't run a successful meat shop without good bookkeeping. If your bookkeeping system is not up to date, write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

New York Section

AMONG RETAIL MEAT DEALERS.

At the business meeting of the Ladies' Auxiliary held at the Hotel McAlpin last Thursday afternoon, final arrangements for the theatre party on November 19 were completed. Hostesses Mrs. Hembdt and Mrs. Werner reported that the advance sale of tickets indicated a large attendance.

A standing vote of thanks was tendered to Mrs. William Kramer and Mrs. A. Werner, Jr., hostesses at the card party at the preceding meeting, for the exquisite prizes donated as well as the manner in which the affair was handled.

A social meeting, which will be in the form of an old-fashion coffee klatch, will be held at the Hotel McAlpin on Thursday afternoon, November 22. Mrs. L. Spandau will be the hostess and president. Mrs. Charles Hembdt will donate the door prize.

At the meeting of the Bronx Branch, held on Wednesday evening of last week, business manager Fred Hirsch reported that the arrangements were completed for the ladies' night to be held at Ebling's Casino on Sunday, November 18. This affair is being held in honor of the twenty-fifth anniversary as financial secretary of John Machovsky. The door prize, a set of six handsome signs, was won by Fred Wehmes, and since he is now in the real estate business and the signs referred to the meat business, he donated them to the organization to be drawn for again. Louis Muller was the winner in the second drawing.

The Woodside Branch held a special meeting on November 12 for the purpose of arranging for a large mass meeting at Queens Masonic Club in Woodside on December 3. An invitation is extended to members of all branches and to all others who are interested in a meat educational campaign.

The Yorkville Branch tendered a luncheon to George Kramer last week. Mr. Kramer spoke on national, state and local matters. John Harrison addressed the members on organization, and as usual, David Van Gelder submitted some very interesting figures and data.

The New York Branch at its recent regular meeting completed final arrangements for the annual ball to be held at the Pennsylvania Hotel on December 9.

The Jamaica Branch enjoyed a large attendance at the meeting in Hempstead last week and had for speakers Messrs. Kramer and Van Gelder.

The Brooklyn Branch, at its meeting last Thursday, was favored with the annual report of Albert Rosen on the turkey market.

The South Brooklyn Branch held a special meeting on November 6 for the purpose of discussing an advertising campaign.

The Washington Heights Branch is conducting a membership drive.

NEW YORK NEWS NOTES.

B. R. Howland of Roberts & Oake, Chicago, was a visitor this week.

J. A. Brown, secretary of Armour and Company, Chicago, is in New York for a few days.

J. J. Doyle, Jacob Dold Packing Co., Syracuse, N. Y., was a visitor in New York City this week.

M. Schlessinger of the King Live Stock Co., St. Paul, Minn., has been spending a few days in New York.

The Cudahy Packing Co. held a small departmental dinner at the McAlpin Hotel on Tuesday, November 13, which was followed by entertainment and speeches by G. A. Handley and H. B. Salles.

The ill-fated steamer Vestris of the Lamport & Holt line had among its passengers Herman Hipp, traveling auditor for Swift & Company. Fortunately Mr. Hipp was among those rescued by the S. S. Myriam and the American Shipper.

Wilson & Co., New York, had the following Chicago visitors: W. C. Buette, treasurer; C. D. Middlebrook; W. R. Brown and J. D. Cooney, legal department; Jack Stavelly, casing department. The Boston wool department has been represented by A. T. Budgell.

A very interesting exhibit in the interest of the tanning crafts is being held at Gimbel Brothers' New York store. Modern leathers are being displayed by Graton & Knight, the Griess Pfleger Tanning Co., Helburn Thompson Co., Keystone Leather Co. and Radel Leather Mfg. Co.

The Hygrade Food Products Corporation has issued a notice of redemption to the holders of their first and refunding mortgage convertible 6 per cent gold bonds, dated December 1, 1927, that payment of these is to be made on December 1, 1928, at \$105 with accrued interest.

Visitors to Swift & Company, New York and Jersey City this week have included James Rose of the Chicago office, R. R. Kortz, branch house department and C. J. Wingert, general superintendent's office. W. P. Hurd, poultry department, New York, is in Chicago.

A new bowling club was organized recently with the following members: J. H. Lawrence and J. W. Laughlin of the Jacob Dold Packing Co.; Max Hirsch of Swift & Co., Wallabout Market; Charles Ahler of the Charles Ahler Co., Wallabout Market, and Walter Meyer of the Midwood Trust Co.

The Twelfth Annual Roll Call of the American Red Cross was commenced on

Armistice Day. The wholesale meat division of Greater New York is being most ably handled by George J. Edwards of Swift & Company, while the retail meat division is to be covered by Phillip Gerard of 3321 Third avenue. It is hoped that these volunteers will be accorded the usual support and cooperation of their respective groups.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended November 10, 1928: Meat—Brooklyn, 6 lbs.; Manhattan, 180 lbs.; total, 186 lbs. Fish—Brooklyn, 10 lbs.; Manhattan, 150 lbs.; total, 160 lbs. Poultry and game—Brooklyn, 4 lbs.; Manhattan, 123 lbs.; total, 127 lbs.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended Nov. 10, 1928, as follows:

	Week ended Nov. 10.	Prev. week.	Cor. week. 1927.
West. drsd. meats:			
Steers, carcasses	6,202	6,481	6,833
Cows, carcasses	926½	909	1,309½
Bulls, carcasses	72	30	52
Veals, carcasses	7,711	9,752	11,535
Lambs, carcasses	29,916	28,347	23,666
Mutton carcasses	4,040	3,966	3,054
Beef cuts, lbs.	268,698	486,555	463,846
Pork cuts, lbs.	1,163,829	1,458,282	1,347,672

Local slaughters:

Cattle	10,930	10,547	9,596
Calves	13,144	13,291	12,432
Hogs	61,045	67,555	52,351
Sheep	66,223	68,533	63,566

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for week ended Nov. 10, 1928, with comparisons, were as follows:

	Week ended Nov. 10.	Prev. week.	Cor. week. 1927.
Western dressed meats:			
Steers, carcasses	2,160	2,283	1,890
Cows, carcasses	1,193	1,251	1,256
Bull, carcasses	492	426	432
Veal carcasses	1,776	1,781	1,900
Lambs, carcasses	12,448	13,711	9,779
Mutton, carcasses	1,568	1,712	1,696
Pork, lbs.	487,938	447,471	331,317

Local slaughters:

Cattle	1,540	1,582	1,779
Calves	1,819	2,095	2,146
Hogs	19,674	20,832	19,378
Sheep	6,119	5,790	5,139

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection for the week ended Nov. 10, 1928, with comparisons are officially reported as follows:

	Week ended Nov. 10.	Prev. week.	Cor. week. 1927.
Western dressed meats:			
Steers, carcasses	2,293	2,260	2,135
Cows, carcasses	2,737	2,322	2,379
Bulls, carcasses	24	24	31
Veals, carcasses	1,207	1,415	1,594
Lambs, carcasses	18,976	18,446	15,461
Mutton, carcasses	1,500	1,318	333
Pork, lbs.	464,492	558,125	290,169

Local slaughters:

Cattle	1,901	1,875	1,614
Calves	1,456	1,781	956
Hogs	15,229	12,222	7,866
Sheep	4,949	5,790	5,306

Watch the "Wanted and For Sale" page.

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	Cur.	week.
1	1827.	
9	0,953 1/4	
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2	11,525	
7	23,045	
6	3,054	
5	463,846	
2	1,347,072	

7	9,594
1	12,432
5	52,351
3	63,508

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	Cur.	week.
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ek.	283	1,880
251	1,280	
426	432	
791	1,980	
711	9,773	
712	1,026	
471	331,317	

582	1,778
095	2,146
832	19,378
790	5,119

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	Cur.	week.
ev.	1827.	
ek.	2,135	
260	2,879	
322	24	
415	1,594	
448	15,481	
818	333	
125	290,106	

875	1,614
781	914
222	7,905
790	5,300

or Sale"

¶ One scale in the world...and one scale only gives complete protection against OVERWEIGHT

¶ "EXACT WEIGHT" SCALES are the only commercial scales that give one hundred 1-lb. packages from 100 lbs. bulk weight in fast weighing!

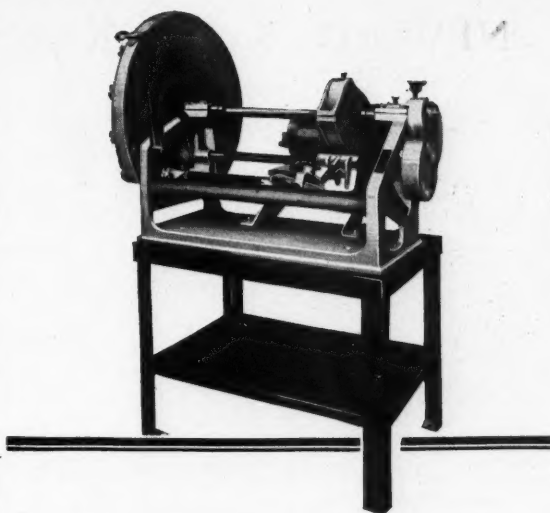
May we send one of our field engineers to prove (by actual check weights against your present weighing equipment) that "EXACT WEIGHT" SCALES will save expensive product and operators' time while speeding up production in your plant?

Address

The EXACTWEIGHT SCALE Co.

(Formerly the Smith Scale Co.)

911 W. Spring St., Columbus, Ohio



New speed
new savings
new customers!

FEW realize the amount of time—and money—needlessly wasted in chipping beef and slicing bacon. But the big operators do. All of the principal large packers and provisioners use the Link-Belt Beef Chipper and Bacon Slicer—to save money by reducing labor—to make money by satisfying customers with more uniform slices.

The Link-Belt Beef Chipper and Bacon Slicer can give five slices per second. Anyone can operate it. Its features of safety, ease of operation and low operating cost are the result of years of practical experience.

The machine is made in three models, which are identical in operation, differing only in the method of application of the driving power.

Write for a copy of Bulletin B-15.

LINK-BELT COMPANY

3572

CHICAGO

PHILADELPHIA

INDIANAPOLIS

Offices in Principal Cities

LINK-BELT
CHIPPER AND SLICER

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, best	\$13.50@14.50
Cows, medium	5.00@ 7.50
Bulls, light to medium	6.50@ 8.00

LIVE CALVES.

Veals, prime	\$17.50@18.00
Calves, com. to med.	12.00@14.50

LIVE SHEEP AND LAMBS.

Lambs, spring	\$12.50@15.00
Lambs, spring, culls	10.00@11.00
Sheep	2.00@ 7.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$ 8.50
Hogs, medium	@ 9.40
Hogs, 120 lbs.	@ 9.25
Roughs	@ 8.25
Good Roughs	@ 8.50

DRESSED HOGS.

Hogs, heavy	@ 15
Hogs, 180 lbs.	@ 16
Pigs, 60 lbs.	@ 17
Pigs, 80-140 lbs.	@ 16 1/2

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	28 @ 29
Choice, native light	28 @ 29
Native, common to fair	28 @ 27

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	26 @ 27
Native choice, yearlings, 400@600 lbs.	24 @ 25
Good to choice heifers	24 @ 26
Good to choice cows	17 @ 19
Common to fair cows	15 @ 17
Fresh bologna bulls	14 1/2 @ 15

BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 30	32 @ 35
No. 2 ribs	@ 28	28 @ 31
No. 3 ribs	@ 18	25 @ 27
No. 1 loins	@ 34	40 @ 44
No. 2 loins	@ 31	34 @ 38
No. 1 hinds and ribs	25 @ 28	29 @ 33
No. 2 hinds and ribs	22 @ 24	25 @ 28
No. 3 hinds and ribs	20 @ 21	20 @ 24
No. 1 rounds	@ 24	@ 24
No. 2 rounds	@ 23	22 @ 23
No. 3 rounds	@ 18	21 @ 22
No. 1 chuck	@ 19	23 @ 25
No. 2 chuck	@ 17	21 @ 22
No. 3 chuck	@ 13	18 @ 20
Bolognas	@ 6	15 1/2 @ 16 1/2
Rolls, reg., 6@8 lbs. avg.	22 @ 23	@ 23
Rolls, reg., 4@6 lbs. avg.	17 @ 18	@ 18
Tenderloins, 4@6 lbs. avg.	60 @ 70	@ 70
Tenderloins, 5@6 lbs. avg.	60 @ 90	@ 90
Shoulder clods	10 @ 11	@ 11

DRESSED VEAL AND CALF.

Prime veal	@ 31
Good to choice veal	28 @ 30
Med. to common veal	23 @ 26
Good to choice calves	21 @ 25
Med. to common calves	17 @ 21

DRESSED SHEEP AND LAMBS.

Lambs, prime	25 @ 27
Lambs, good	23 @ 24
Sheep, good	12 @ 14
Sheep, medium	10 @ 11

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	24 @ 25
Pork tenderloins, fresh	50 @ 60
Pork tenderloins, frozen	55 @ 60
Shoulders, city, 10@12 lbs. avg.	19 @ 20
Shoulders, Western, 10@12 lbs. avg.	18 @ 19
Butts, boneless, Western	25 @ 26
Butts, regular, Western	19 @ 20
Hams, Western, fresh, 10@12 lbs. avg.	20 @ 21
Hams, city, fresh, 6@10 lbs. avg.	23 @ 24
Picnic hams, Western, fresh, 6@8 lbs. average	16 @ 17
Pork trimmings, extra lean	20 @ 22
Pork trimmings, regular, 50% lean	14 @ 15
Spareribs, fresh	16 @ 17

SMOKED MEATS.

Hams, 8@10 lbs. avg.	25 @ 25 1/2
Hams, 10@12 lbs. avg.	24 1/2 @ 25 1/2
Hams, 12@14 lbs. avg.	24 @ 25
Picnics, 4@6 lbs. avg.	20 @ 21
Picnics, 6@8 lbs. avg.	19 1/2 @ 20
Rollettes, 6@8 lbs. avg.	19 @ 20
Beef tongue, light	34 @ 36
Beef tongue, heavy	36 @ 38
Bacon, boneless, Western	23 @ 24
Bacon, boneless, city	20 @ 21
Pickled bellies, 8@10 lbs. avg.	17 @ 18

FANCY MEATS.

Fresh steer tongues, untrimmed	32c
Fresh steer tongues, l. c. trim'd	44c
Sweetbread, beef	70c
Sweetbread, veal	\$1.00
Beef kidneys	20c
Mutton kidneys	11c
Livers, beef	40c
Oxtails	15c
Beef hanging tenders	28c
Lamb fries	10c

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 4 1/2
Edible suet	@ 6 1/2
Cond. suet	@ 5 1/2

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	25	2.80	3.15	3.35	4.40
Prime No. 2 Veals	23	2.60	2.90	3.10	4.15
Buttermilk No. 1	22	2.45	2.80	3.00	....
Buttermilk No. 2	20	2.25	2.55	2.75	....
Branded Gruby	11	1.30	1.55	1.75	2.40
Number 5	....	....	At Value	....	....

LIVE POULTRY.

Fowls, colored, per lb., via express	25 @ 28
Ducks, L. I., spring	@ 28
Pigeons, per pair, via freight or express	@ 40

BUTTER.

Creamery, extras (92 score)	50 1/2 @ 50 1/2
Creamery, firsts (88 to 89 score)	46 @ 47
Creamery, seconds (84 to 87 score)	44 @ 45
Creamery, lower grades	42 1/2 @ 43 1/2

EGGS.

(Mixed colors.)

Extras	47 @ 52
Extra firsts	34 @ 46
Firsts	30 1/2 @ 40
Checks	26 @ 28

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	30 @ 33
Western, 48 to 54 lbs. to dozen, lb.	28 @ 30
Western, 43 to 47 lbs. to dozen, lb.	27 @ 29
Western, 36 to 42 lbs. to dozen, lb.	26 @ 28
Western, 30 to 35 lbs. to dozen, lb.	25 @ 27
Fowls—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	34 @ 34
Western, 48 to 54 lbs. to dozen, lb.	31 @ 32
Western, 43 to 47 lbs. to dozen, lb.	30 @ 31
Western, 36 to 42 lbs. to dozen, lb.	29 @ 29
Western, 30 to 35 lbs. to dozen, lb.	28 @ 28
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	29 @ 31
Western, 55 to 59 lbs. to dozen, lb.	28 @ 30
Western, 43 to 47 lbs. to dozen, lb.	26 @ 28
Western, 30 to 35 lbs. to dozen, lb.	24 @ 25
Ducks—	
Long Island, spring	@ 27
Turkeys—	
Western and Southern, No. 1	48 @ 50
Squabs—	
White, 11 lbs. to dozen, per lb.	65 @ 70
Squabs, 9 lbs. to doz. lbs.	@ 60

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Nov. 8, 1928:

	Nov. 2	3	5	6	7	8
Chicago	47 1/2	47 1/2	47 1/2	Holiday	48	48
New York	49	49 1/2	49 1/2	50	Holiday	50
Boston	49	49	49 1/2	Holiday	49 1/2	49 1/2
Phila.	50	50 1/2	51	Holiday	51	51
Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.						
	46 1/2	46 1/2	46 1/2	Holiday	47	47
Receipts of butter by cities (tubs).						
	This week.	Last week.	Last week.	—Since Jan. 1—	1927.	
Chicago	27,347	24,330	19,476	2,734,082	2,838,069	
N. Y.	41,912	41,163	34,124	3,080,907	3,225,016	
Boston	10,537	11,148	7,842	1,132,184	1,106,660	
Phila.	13,616	10,783	13,183	987,150	970,802	
	93,412	87,424	74,625	7,914,323	8,138,547	

Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	Nov. 8.	Nov. 8.	Nov. 9.	
Chicago	355,441	15,222,839	11,254,294	
New York	229,848	12,871,154	18,030,987	
Boston	14,875	107,930	8,301,906	9,073,372
Phila.	41,557	4,980,667	3,415,955	
	28,858	734,776	41,385,566	51,774,808

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.40
Blood, dried, 15-16% per unit	@ 4.80
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	5.40 @ 10
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	5.25 @ 10
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.00 @ 50
Soda Nitrate, in bags, 100 lbs. spot	@ 2.17 1/2
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	4.05 @ 10
Tankage, unground, 9@10% ammonia	4.45 @ 10

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@ 32.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@ 37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 18.00

Potash.

Manure salt, 20% bulk, per ton	@ 12.40
Kainit, 12.4% bulk, per ton	@ 9.40
Muriate in bags, basis 80%, per ton	@ 35.40
Sulphate in bags, basis 90%, per ton	@ 45.70

Beef.

Cracklings, 50% unground	@ 1.60 1/2
Cracklings, 60% unground	@ 1.12

Meat Scraps, Ground.

50%	@ 65.00
55%	@ 70.00

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00 @ 100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00 @ 50.00
Striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	45.00 @ 50.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@ 190.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00 @ 325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00 @ 275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00 @ 225.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Nov. 10, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	6,548	6,984	4,136	21,515
Central Union	3,231	1,190	1,127	16,650
New York	1,700	4,156	28,430	8,333
Total	11,479	12,330	33,733	54,697
Previous week	13,382	11,713	37,864	75,201
Two weeks ago	5,261	7,649	31,965	47,998

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.,

NEW YORK, N. Y.

Caledonia 0115-0114

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 467 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0134

Factory: Fisk St., Jersey City, N. J.

7, 1928

L.S.
E.Y.

2.20
4.25
5.40 & 10
25 & 10c
1.00 & 50c
2.17 1/2
65 & 10c
45 & 10c

22.50
27.00
10.50
12.40
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28.40
43.70
1.47 1/2
1.11
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70.00

URNS.

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420 8,000
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894 75,361
365 47,300

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